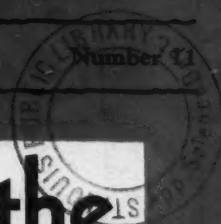


THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 86

MARCH 12, 1932



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Prepare Now With This Finest of Ham Boiling Equipment

All Adelmann Ham Boilers are now equipped with the new elliptical spings—an exclusive feature. In addition, the new method of construction makes an improved and perfected boiler superior to all others.

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—modern, efficient and labor
reducing—will produce a
fine tasty product and re-
duce costs. Use it and profit!

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Canadian Representatives: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.

A Machine is Known by the Users it Keeps!

In Chicago, for Example

Here are some of the prominent packers and
sausage makers who have been using "BUFFALO"
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ACE FOOD PRODUCTS CO.
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ARMOUR AND COMPANY
ARNOLD BROTHERS, INC.
DAVID BERG & CO.
BERT PACKING CO.
FRANK BINKOWSKI
CUDAHY PACKING CO.
DELIZIA SAUSAGE MFG. CO.
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FUHRMAN & FORSTER CO.
FAMOUS SAUSAGE CO.
FARMDALE FOODS INC.
FOELL PACKING CO.
ALBERT GLEBOWSKI
GUGGENHEIM BROTHERS
G. H. HAMMOND CO.
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INTERNATIONAL SAUSAGE CO.
JAY'S FOOD PRODUCTS CO.
KOSHER STAR SAUSAGE MFG. CO.
KOSHER-ZION SAUSAGE CO.
LAWNDALE SAUSAGE CO.
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LUCCA PACKING HOUSE
OSCAR MAYER & CO.

MICKELBERRY'S FOOD PROD. CO.
MID-WEST SAUSAGE CO.
MUTUAL SAUSAGE CO.
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MORRIS & CO.
OMAHA PACKING CO.
QUALITY PROVISION CO.
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SCHULTZ SAUSAGE & PROV. CO.
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SARATOGA MEAT PROD. CO.
JOSEPH SLOTKOWSKI
UNITED KOSHER SAUSAGE MFG. CO.
PIEMONTE SAUSAGE MFG. CO.
RICHTER'S FOOD PRODUCTS, INC.
VIENNA SAUSAGE MFG. CO., INC.
SINAI KOSHER SAUSAGE FACTORY
M. D. SINGER & CO., INC.
VETTE & ZUNCKER
CHAS. WETTERLING & SONS
VICTORY SAUSAGE CO.
WILSON & CO.
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Leaders in the Industry throughout the country
recognize the Superiority of "BUFFALO" Machines
for producing Quality Sausage at least possible cost.
Investigate the profit possibilities of this modern line.

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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MARCH 12, 1932

Chicago and New York

Hog Lean Is Worth More Than Hog Fat

*Packer Gets New Slant on His Lard Problem
Through Corn-Hog Surplus Study by Expert*

Is fat the pork packer's hoodoo?

He makes too much lard, and he doesn't know how to sell it.

He makes too much lard because he takes all the hogs that come to market, and too many of them are too fat.

Hog FAT is a LOW-PRICED nutrient, not indispensable. Hog LEAN (protein) is a HIGH-PRICED, indispensable nutrient.

Hog lean (protein) competes with other high-priced proteins. Hog fat competes with other low-priced fats and oils.

There is very little high-priced hog protein in the hog supply compared to the large proportion of low-priced hog fat.

Producer-Packer Problems.

This is what the Corn Belt farmer is up against, and this is what the pork packer is up against.

These problems are closely related. A notable contribution to their solution is made by Dr. Alonzo E. Taylor, head of the Food Research Institute at Leland Stanford University, in his survey of the "Corn and Hog Surplus of the Corn Belt," just published.

The farmer must take his eyes off the corn price and the time-honored "corn-hog ratio," says this authority. He must accept a program of corn acreage reduction and restricted and controlled hog breeding, if he is to survive.

Solution of the corn surplus problem might solve the packer's

surplus hog fat problem. Perhaps, with less fat to sell, he might become a better lard merchandiser.

Dr. Taylor's study is made primarily as a contribution to the problem of farm relief, but this subject is closely interwoven with many of the more serious prob-

lems of the meat packer, and suggests means of their solution also.

Old Ideas Now Untenable

The result of the study indicates that changed circumstances in this country and in the world are making untenable the agricultural philosophy which has prevailed for many years in the Corn Belt.

It is becoming necessary to segregate protein from fat in the products of animal husbandry, says Dr. Taylor. It is no longer possible to produce palatable animal fat by means of the "corn-hog combination" with less expenditure of land and human labor than in any other way.

Vegetable oils have entered into the picture.

"We recognize that corn is the most efficient plant in the temperate zone in fixing the energy of the sun's rays, and that the hog is the most efficient animal for converting the sun-energy of corn into fat," says this expert.

Sunshine Fats Cost Less

"But these circumstances lose much of their importance when we recall that the tropical sun produces fats and oils directly at a lower cost than the sun in the temperate zone, and that a one-stage production of fats and oils from sunshine is inherently cheaper than a two-stage production involving domesticated animals."

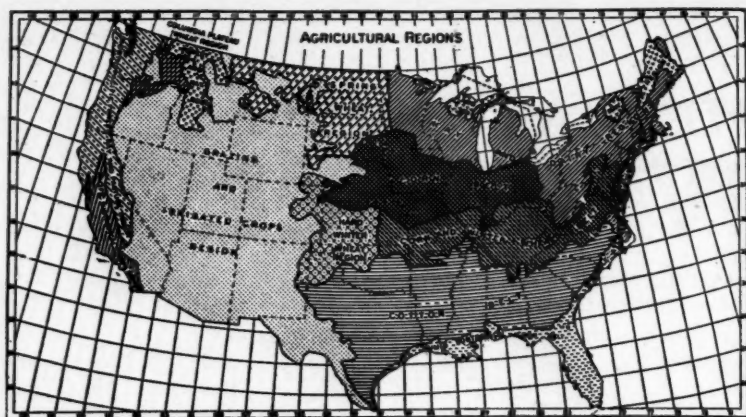
The quantity of corn available



HE DEBUNKS THE CORN-HOG RATIO.

Food economist says "well-being of agriculture," and not its size, must be considered from now on. Corn-hog ratio is no longer magic wand. What Dr. Alonzo Engelbert Taylor, director of the Food Research Institute at Leland Stanford University, says to the farmer is also food for thought for the meat packer.

Dr. Taylor was Hoover aid in the wartime food administration and has put his chemist-economist brain at work on food and agricultural problems to good advantage ever since. His latest book on the "Corn and Hog Surplus in the Corn Belt" seems to nit the bulls-eye.



CORN AREAS MUST ABANDON THEIR CORN-HOG COMPLEX.

This map shows the Corn Belt and the corn and winter wheat belt in which a large percentage of the hogs produced in the United States are raised.

The agricultural policy of these areas has been to raise all the corn possible and produce hogs to consume this corn. With the decline in horse and mule population this corn outlet diminished and the tax on the hog increased, creating an undesirable surplus of hog fat, which is being marketed at a loss to both hog producer and meat packer. Control of the surplus production in these areas would control the surplus of the entire country.

The map was prepared for the Food Research Institute by the U. S. Bureau of Agricultural Economics.

for hog production has been increased steadily. Less has been demanded as a feedstuff for work animals with the decline in horses and mules on farms and in cities, and their replacement with gas engines.

The industrial utilization of corn is increasing very slowly, and cannot counteract the declining use of this commodity as a food and feedstuff.

Therefore, Dr. Taylor believes the Corn Belt must modify its time-honored agricultural philosophy, and stop transforming so much corn into hog fat which must compete on the markets of the world with many kinds of less expensive fats and oils.

Less Pork from Corn

Solution of the problem of the corn surplus—and in turn of the hog surplus—would be the solution of the problem of profitable Corn Belt agriculture.

And at the same time it would go a long way toward solving the problem of the meat packer, who at present is forced to market such a large percentage of the hog carcass in the form of unprofitable fat.

Dr. Taylor is of the opinion, as a result of this study, that the farms of the Corn Belt are too small, that there are too many farmers, and that the gross income of Corn Belt farms is divided among too many families.

Profitable Corn Belt farming calls for the larger farm family, rather than chain farming or in-

corporated farming. It also calls for the adjustment of supply to demand, which necessitates reduction of corn acreage, restricted and controlled breeding of hogs, and expansion of grass land in an improved rotation to restore soil fertility.

New Basis for Agriculture

Other crops and other livestock cannot replace corn and hogs, and thus swell the food supply in other directions.

"It is the well-being of agriculture that is to be achieved, not the size of agriculture," says Dr. Taylor.

External methods of farm relief, such as the equalization fee, the export debenture, the farm allotment plan and price stabilization tend to achieve a high remuneration with an uncontracted or even expanded agriculture.

Internal methods contemplate a contraction of agriculture, with increased remuneration. Internal methods are believed to offer considerably more promise of permanent success.

Stabilized Hog Marketing

Since the war (when the gross value and production of hogs are contrasted with the supply) it will be found that beyond a certain point increasing production of hogs is attended with a loss.

Therefore, it is believed that it ought to be possible year after year to determine what number of hogs to be delivered during the hog crop year to packinghouses

operating under federal inspection in the Corn Belt would yield the most profitable return to producers.

Supply would include receipts at no more than nine public stockyards—Chicago, Cincinnati, Indianapolis, East St. Louis, Kansas City, St. Joseph, Omaha, Sioux City and South St. Paul.

The price might be weighted for all markets, or the Chicago price might be used as the base line. Experience would bring out the best yardstick.

Hog prices in the hog deficiency states are fixed by the Corn Belt. Therefore smaller terminal markets, small slaughter markets, and all rural marketing may be disregarded.

Planning a Year Ahead

It ought to be possible to establish a working rule which should indicate for live hogs a year in advance the relation of supply to cost and total farm value, with prospective gains and losses at different levels of receipts at terminal markets.

Producers in the Corn Belt can fix the price of hogs within limits, because producers control the number of hogs and within limits can contract or expand production.

Therefore, producers can set the price of hogs they believe to be desirable, and then contract or expand hog production so as to make the desired price the prevailing one.

In order to make this adjustment, Dr. Taylor says, "the farmers of the Corn Belt must accept and follow a program, and take their eyes off the corn price and the corn-hog ratio. Moreover, farmers must seek a better balance between winter and summer slaughter."

Dr. Taylor cites the contribution to a movement of this sort which already has been made by the National Board of Swine Production Policy and experts in the U. S. Department of Agriculture.

Enlarge Information Service

He believes the government's survey of intentions to breed should be elaborated; that a year in advance the Corn Belt should be advised of the top limit of hogs to be marketed for slaughter under federal inspection, and also the number that would be expected to be marketed in the nine named principal markets.

(Continued on page 34.)

Meat Packing and Its Trade Association

The Institute of American Meat Packers

What This Organization Is and What It Does

More than two hundred meat packers, producing over 80 per cent of the commercial meat supply of the nation, are members of the Institute of American Meat Packers.

There may be many other packers who could profit through membership in the organization, but who have apparently been indifferent or uninformed regarding

a. To secure co-operation among the meat packers of the United States in lawfully furthering and protecting the interests and general welfare of the industry;

b. To afford a means of co-operation with the federal and state governments in all matters of general concern to the industry;

c. To promote and foster domestic and foreign trade in American meat products;

d. To promote the mutual improvement of its members and the study of the arts and sciences connected with the meat packing industry;

e. To inform and interest the American public as to the economic worth of the meat packing industry;

f. To encourage co-operation with livestock producers and distributors of meat-food products.

To aid in the accomplishment of these objects, the Institute has more than forty standing and special committees, three commissions, ten staff departments, and branch offices in New York and Washington.

How Membership Is Made Up.

Members of the Institute are of three classes, as follows:

First, regular members—consisting of persons, firms and corporate companies engaged in slaughtering livestock or the curing or canning of meat animal products for consumption as food on his or their own account.

Second, honorary members—persons who have been of exceptional service to the Institute or the meat packing industry.

Third, associate members—persons, firms and corporations whose business interests bring them into contact with the meat packing industry. This membership may include those engaged in the manufacture or sale of food products, chemicals or by-products derived from the meat packing industry, or those who furnish machinery or supplies to regular members.

Members All Over the World.

Regular members include more than two hundred meat packing companies in the United States and several in Canada, the United Kingdom, Australia and New Zealand. These companies include many small concerns as well as most of the larger institutions in the industry.

One individual has been elected to honorary membership—Albert T. Rohe of New York, who served as a president of the American Meat Packers' Association, and who was made an honorary member of the Institute in 1930 on his retirement from active participation in the industry.

More than sixty companies hold associate membership in the Institute.

The affairs of the Institute are administered by the entire membership, which passes on all important policies, either at the annual convention or through answers to bulletins sent at frequent intervals throughout each year.

Executives and Directors.

Acting for the membership on numer-



INSTITUTE'S TITULAR HEAD.

John W. Rath, president of the Rath Packing Co., Waterloo, Iowa, is Chairman of the Board of the Institute of American Meat Packers.

the Institute's activities and services. This article, and others to follow it, will present some interesting facts regarding the Institute—what it does, how it functions, why its activities are important to the industry and useful to all its members.

The Institute is the trade, educational and research association of the meat packing industry.

It was established in 1919, as an outgrowth of the American Meat Packers' Association, which had been founded in 1906 through the efforts of THE NATIONAL PROVISIONER.

What It Stands For.

The aims of the Institute, as stated in the By-Laws, are:



EXECUTIVE DIRECTION IS HIS.

Wm. Whitfield Woods, President of the Institute of American Meat Packers, guides its activities and is its spokesman.

ous matters is the Executive Committee, made up of the chief officers and directors of the Institute—a group of twenty-five drawn from various parts of the country stretching from New York to California.

The Chairman of the Executive Committee is the Director of the Board, a deliberative officer as distinguished from an administrative officer.

The present members of the Executive Committee are:

(Continued on page 49.)

Packers Get Package Idea

Packers interested in better merchandising of meat products found much of interest and value and many good ideas on better packages at the annual packaging, packing and shipping conference, clinic and exposition of the American Management Association, held in Chicago during the week of March 7.

Mornings were devoted to papers and addresses by outstanding merchandisers and package design experts, and the afternoons to packaging clinics, at which manufacturers who cared to do so could put their packages up for dissection by packaging specialists.

The exposition opened on Monday and the last session was held on Saturday. A feature of the affair was the exhibits of packaging equipment, packages, wrapping materials, and wrapping and packaging accessories. Anyone who studied these exhibits could not fail to come away with many valuable ideas for improving their wrappings and containers.

Outstanding among the papers read and addresses made were the following: "Packages from the Consumer Point of View," by Katherine Fisher, director Good Housekeeping Institute; "What Makes an Effective Package," by Ben Nash, product development and merchandiser counselor; "Color in Packaging Old and New," by Arthur S. Allen, colorist; "A Survey of 1,000 Packages," by Wroe Alderson and B. B. Aiken, merchandising research department, U. S. Bureau of Foreign and Domestic Commerce.

"The Machine Age—Its Effect on the Consumer," by Dr. J. W. Hayes, director of research, Crowell Publishing Co.; "New Products of the Machine Age and Their Relation to Consumer Marketing," by L. R. Boulware, general sales manager, Syracuse Washing Machine Corp.; "The Machine Age—Its Effect Upon Marketing Channels," by John Sullivan, marketing staff, American Management Association; "The Machine Age—Its Effect on Sales Policies and Organization," by A. T. Kearney, Chicago; "The Machine Age and Consumer Marketing," by Irwin D. Wolf, Kaufman department stores, Pittsburgh, Pa.

"Factory Pre-packing for Retail Distribution," by C. E. Allen, Westinghouse Electric & Manufacturing Co.; "Reducing Production Costs of Packaging," by Francis Chilson; "Designing Containers for Maximum Service," by C. A. Plaskett, U. S. Department of Agriculture; "Recent Transportation Developments and Their Relation to Packaging, Packing and Shipping," by Dr. Lewis Sorrell, University of Chicago; "Standards for Shipping Cases," by D. L. Quinn; "Anticipating the Effects of Changes in Merchandising and Marketing on Production," by Carle M. Bigelow; "What is the Future of the Machine in Production Management?" by Kenneth H. Condit, editor, American Machinist and Production Management.

STILL DUTY FREE TO BRITAIN.

STILL DUTY FREE TO BRITAIN.

The British tariff of 10 per cent ad valorem which went into effect on March 1 has been imposed primarily on products produced in insufficient quantities in the British Empire. However, there are some exceptions to this, notably lard, on which the 10 per cent duty is imposed.

Included on the free list are: beef, veal, mutton, lamb, pork, bacon, hams and edible meat products. Extracts and essences of meat or meat preserved in any airtight container are subject to the tax. Live quadruped animals are exempt, as are hides and skins and animal hair. Wheat in the grain and corn continue on the free list.

The duty is not applicable to products from the British Dominions, India, or any mandated territory until November 15, 1932. By that time it is expected that a reciprocal preference arrangement can be made.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, March 9, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on March 2, 1932, or nearest previous date:

	Sales.	High.	Low.	—Close—	
Week ended	March 9.	March 9.	March 9.	Mar. 2.	Mar. 2.
Amal. Leather.	700	10	10	10	7 1/2
Do. Pfd.	200	10	10	10	7 1/2
Amer. H. & L.	700	2 1/2	2 1/2	2 1/2	2
Do. Pfd.	600	11 1/2	11 1/2	11 1/2	10 1/2
Amer. Stores.	500	30 3/4	35	38	35 1/2
Armour A.	24,700	2	1 1/2	1 1/2	1 1/2
Do. B.	20,150	1	1 1/2	1 1/2	1 1/2
Do. H. Pfd.	5,400	14 1/4	10 1/2	14 1/4	10 1/2
Do. Del. Pfd.	400	44	44	44	40
Barnett Leath.	10	10	10	10	9
Beechnut Pack.	300	43	43	43	41 1/2
Bohach H. C.	.....	.....	.....	.....	45
Do. Pfd.	.....	.....	.....	.....	45
Brennan Pack.	.....	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	.....	50
Chick C. Oil.	800	8 1/4	8	8	8 1/4
Childs Co.	1,000	6 1/2	6	6 1/2	6
Cudahy Pack.	700	35 1/2	34	35 1/2	34
First Nat. Stor.	3,900	51	51	51	51 1/2
Gen. Foods.	41,100	40 1/2	39 1/2	39 1/2	36 1/2
Gobel Co.	4,100	6 1/2	6 1/2	6 1/2	5 1/2
Gr. A. & P. 1st Pfd.	220	150	147	147	147 1/2
Do. New	200	116	116	116	116
Hornel, G. A.	950	12	12	12	12
Hygrade Food.	400	3 1/4	3 1/4	3 1/4	3
Kroger G. & B.	33,700	18 1/2	17 1/2	17 1/2	18 1/2
Libby McNeill.	1,770	3 1/4	3 1/4	3 1/4	4
McMarr Stores.	.....	.....	.....	.....	8 1/2
Mayer, Oscar.	.....	.....	.....	.....	5 1/2
Mickelberry Co.	150	5 1/2	5 1/2	5 1/2	5
M. & H. Pfd.	150	10 1/2	10 1/2	10 1/2	9
Morrell & Co.	.....	.....	.....	.....	32 1/2
Nat. Fd. Pd. A.	.....	.....	.....	.....	1 1/2
Do. B.	.....	.....	.....	.....	1 1/2
Nat. Leather.	.....	.....	.....	.....	1 1/2
Nat. Tea.	2,900	9 1/2	9 1/2	9 1/2	9 1/2
Proc. & Gamb.	14,600	41 1/2	40 1/2	40 1/2	40 1/2
Do. Pr. Pfd.	390	97	97	97	95
Rath Pack.	100	16	16	16	17 1/2
Safeway Strs.	34,800	57 1/2	55 1/2	56 1/2	54
Do. 6% Pfd.	80	84	84	84	82
Do. 7% Pfd.	770	93	93	93	86
Stahl Meyer.	.....	.....	.....	.....	6 1/2
Swift & Co.	9,350	19	18 1/2	18 1/2	15 1/2
Do. Intl.	10,850	23 1/2	23	23	25
Trunz Pork	.....	.....	.....	.....	10 1/2
U. S. Cold Stor.	.....	.....	.....	.....	38 1/2
U. S. Leather.	1,300	3 1/2	3 1/2	3 1/2	2 1/2
Do. A.	5,400	7 1/2	7 1/2	7 1/2	7 1/2
Do. Pr. Pfd.	200	62 1/2	62 1/2	62 1/2	57 1/2
Wesson Oil	400	13 1/2	13	13 1/2	12 1/2
Do. Pfd.	300	47 1/2	47 1/2	47 1/2	47 1/2
Do. 7% Pfd.	.....	.....	.....	.....	72
Wilson & Co.	1,000	1 1/2	1 1/2	1 1/2	1 1/2
Do. A.	4,200	4 1/2	4 1/2	4 1/2	3 1/2
Do. Pfd.	1,300	25	27	28	22 1/2

Meat Statistics for 1931

More meat was consumed in 1931 than in 1930. Per capita consumption of all meats was larger than in 1930 by 1 1/2 lbs.

There were slight increases in veal and pork, an increase of 1/2 lb. in lamb and an increase of over 1/2 lb. in lard consumption per capita. Beef consumption was slightly less.

With the exception of the preceding year, however, the per capita consumption of all meats was the smallest since 1921.

Cattle slaughtered during the year totaled 12,156,000, of which 8,108,000 were slaughtered under federal inspection. Calf slaughter totaled 8,792,000, more than half of which, or 4,717,000 head, were federally inspected.

Slaughter of sheep and lambs, at 23,038,000 was the largest of record. The bulk of these, or 18,071,000, were handled in federally inspected houses.

Total hog slaughter, at 71,157,000, compared with 70,390,000 last year, 74,945,000 in 1929, 76,593,000 in 1928 and 69,250,000 in 1927. Of the 1931 slaughter, 44,772,000 were federally inspected.

Meat production during the year totaled 16,777,000,000 lbs., 11,048,000,000 lbs. of which was given federal inspection. Exports during the year totaled 223,000,000 lbs. and imports 24,000,000 lbs., making 16,530,000,000 lbs. of meat available for consumption during the year.

Of this total production of meat 6,132,000,000 lbs. was beef, 860,000,000 lbs. veal, 878,000,000 lbs. lamb and mutton, 8,907,000,000 lbs. pork, and 2,385,000,000 lbs. lard.

Total meat consumption amounted to 133.2 lbs., compared with 131.7 lbs. in 1930. With the exception of a year ago the total was the smallest since 1919. Of this total meat consumption 49.6 lbs. was beef, 6.9 lbs. veal, 7.1 lbs. lamb and mutton, pork 69.6 lbs. and lard 14.4 lbs.

Beef exports during the year totaled only 28,000,000 lbs. and the imports 20,000,000 lbs. There was no export of veal, but imports of 2,000,000 lbs. were received. Lamb and mutton exports totaled 2,000,000 lbs., with no imports.

Pork exports totaled 193,000,000 lbs., the smallest of this century, and compared with 314,000,000 lbs. in the preceding year. Pork imports totaled 4,000,000 lbs.

Lard exports at 601,000,000 lbs. compared with 674,000,000 lbs. the previous year, and were the lowest since 1918. They were more nearly comparable with pre-war exports than for any year since the war.

Meat Loaf May Be "Best Seller" When Vegetables Are Added

Combinations of meat and vegetables in fancy meat specialties are becoming popular, since these combinations can be made with little effort and no additional labor cost on the part of the manufacturer.

This is possible through the availability of dehydrated vegetables, which may be soaked or cooked and mixed with the meat prior to baking or cooking.

These vegetables have been put through a drying process which removes only the moisture and leaves all the color, flavor and nutritive properties. The vegetables are dried at low temperatures in the absence of air. They are all grown within forty miles of the dehydrating plant and are sent to the plant without delay, so there is no chance for them to wilt before they are processed.

They are then washed and otherwise prepared, and are dehydrated in inclosed dryers with carbon dioxide which, it is claimed, prevents oxidation, retains flavor and color, and facilitates drying at less than 125 degs.

Preparing Vegetable Ingredients.

The drying process requires from 6 to 15 hours, according to the vegetable, onions being one of the vegetables requiring the maximum time.

These dried vegetables lend themselves to use in meat products because they are uniform in strength and moisture content, because they have the full flavor and aroma of the fresh vegetable, because they do not require plant labor in preparation, and because they can be kept on hand at all time without deterioration.

For convenience in handling and in use the vegetables are sliced into flakes for use in meat loaves and similar products, or they are available in the form of a powder, if this method is preferable.

Because the 70 to 97 per cent of moisture contained in most vegetables is eliminated by this dehydrating process, the dried vegetables take up little space, they are available the year round, and it is possible to impart the fresh vegetable flavor to combination vegetable and meat products when vegetables are out of season without being forced to pay the higher price for out-of-season products.

"Doll Up" the Meat Loaf.

Meat loaves are year-around specialties, but they are especially popular during the summer months. There

always has been a widespread effort to make these loaves not only more tasty but more attractive to the eye. To accomplish this such products as macaroni, pickles, pimientos, pistachio nuts and similar products have been added.

Dehydrated vegetable mixtures may

be obtained which not only give desirable color combinations and "eye appeal" effects, but which furnish a well-balanced food in the form of a meat and vegetable loaf. One mixture of sweet green peppers, carrots, parsnips, celery, pimientos, parsley and spinach has been used in the preparation of meat loaves. However, any preferred combination of vegetables may be secured.

These dehydrated vegetables are prepared by the California Vegetable Products Co., of Burbank, Calif.

What Good Are Meat Facts if the Consumer Is Not Informed?

Need for bringing facts about meat to the attention of the public was stressed by R. C. Pollock, general manager of the National Live Stock and Meat Board, in an address this week before the Kansas Livestock Association at Wichita.

Mr. Pollock pointed to such outstanding facts about meat as those listed by a leading scientific research worker as follows:

"Meat is an excellent source of protein.

"Meat is a good body builder, and an excellent food for growing children.

"Meat is easily digested and is prac-

tically completely used by the human system.

"Meat increases growth of stature.

"Meat produces increased vigor.

"Meat increases efficiency.

"Meat increases the length of life.

"Meat is a health food.

"Meat stimulates mental activity."

Such statements from authoritative sources are very fine, Mr. Pollock said. "But what do such facts amount to if they are not brought to the attention of the 120 million people of the United States.

"If they are buried they are of no use at all. Research people are simply



ONE WAY TO TURN THE TABLES ON THE VEGETARIANS.

Faddists preaching the values of a vegetarian diet are given a new mark to shoot at when the meat trade introduces a variety of choice vegetables as a part of its wholesome meat specialty line. "Meat and vegetable loaf" may be among 1932's "best sellers."

wasting their time digging out information, if that information is filed away in the archives and forgotten. On the other hand, if it is made available to the masses, an inestimable amount of good is accomplished."

After discussing many other things in favor of meat, Mr. Pollock said: "We might go on indefinitely talking about the excellent food value of meat in the diet, but the job that we have ahead

of us at the present time is not to talk it over among ourselves. but to drive this information home to the public."

He cited the work that is being done by the board with the limited funds available, and called attention to the need for putting over a program by which fundamental meat information will not only be brought to all of the people, but by which the facts will be kept before them all of the time.

Sausage and Meat Specialties to Pay 2¼ P. C. Sales Tax

Four important products of the livestock and meat industry will be taxed under the sales tax bill proposed in Congress this week as one means of raising revenue to meet government deficits.

These products are sausage, lard, canned meats and cooked hams, on which a sales tax of 2¼ per cent is proposed.

This handicap will be placed on the sale of these products unless livestock producers and everyone in the meat industry interested in the manufacture and sale of these articles brings pressure to bear on congressmen and senators to secure the exemption of these important meat foods.

Products Which Escape Tax.

Fresh meats, ham, bacon, and pork shoulder cuts and jowls are exempted from the proposed tax when they are not cooked or packed in air-tight containers.

Other exempted items are:

Sales for export; fish (including shell fish) and poultry, fresh, dried, frozen, chilled, salted, or in brine; butter; oleomargarine, and other substitutes for butter; cheese; eggs in shell; sugar; salt; feed for animals or fowls; sales to government, state, or political subdivisions thereof; fertilizers, and other ingredients used chiefly in the manufacture of fertilizers.

The bill provides for a tax on telephone, telegraph, cable and other kinds of messages as follows: If the charges are between 30 and 50 cents, the tax is 5 cents; 50 cents and over, the tax is 10 cents. A 10 per cent tax is provided on the amount paid for leased telegraph wires or talking circuits.

The bill also provides for a tax on electricity, gas, and coal. Apparently manufacturers who buy electrical current would be taxed, but those who produce it for their own use would not be taxed.

Protest Sales Tax on Meats.

"A 2¼ per cent sales tax on lard, sausage, cooked meats and canned

meats, such as that proposed in a bill recently introduced into Congress, would cost the livestock producers of this country approximately ten million dollars," says a statement issued this week by a number of the leading livestock associations of the country. It continues:

"An estimate based on the reports of the Census of Manufactures for 1929, substituting current values, indicates that the value of lard, sausage, canned meats and cooked hams that will be produced in 1932 and sold in domestic trade channels will approximate four hundred and fifty million dollars. The tax on this volume would approximate ten million dollars.

"The packing industry last year operated at a loss. It, therefore, seems improbable that the packing industry can absorb the tax, although it undoubtedly would be further adversely affected by it. Moreover, the tax as proposed is substantially greater than the average margin of profit in the packing industry.

Ten Million Loss to Producer.

"Since packers and retailers already are selling meat at the highest price they can obtain for it, the tax cannot be passed on to consumers.

It Can't Be Done—

But Is Being Done!

Packers say they can't build price lists constructively, and then stick to them.

Is this true?

In its Feb. 6 issue THE NATIONAL PROVISIONER asked "Why Do Packers Print Price Lists?" and gave some basic facts on list building.

In the March 5 issue a successful packer gave in detail his method of building the right kind of a price list—which he has stuck to for two years, and made money at it!

Reprints of either of these articles may be had by sending a 2-cent stamp to the Editor, THE NATIONAL PROVISIONER, Chicago, Ill.

"Therefore, it seems apparent that unless lard, sausage, cooked meats and canned meats are exempted from the proposed tax, the hog producers of this country will receive approximately ten million dollars less for their hogs than they would if the foregoing products were exempted.

"Cattle producers also would suffer to some extent, since many kinds of sausage contain a large percentage of beef, and since some canned meats are beef products.

"The tax applies with particular severity in the case of lard. Up until the last year or two a relatively large percentage of our lard production was exported. During the last few years, however, this percentage has declined sharply, with the result that an unusually large amount has had to be marketed through domestic channels.

"The marketing of abnormally large quantities of lard in the domestic market—a difficult problem in itself—has been made more difficult by the existence of tremendous supplies of low-priced vegetable oils. Consequently, the levels at which lard has had to be priced in order to move it into consumption have been very low.

Hits Poor Man's Food.

"Sausage is known as the poor man's food. The tax undoubtedly would restrict the production of sausage and the food supply of many families would be affected.

"It is significant that the Committee on Ways and Means, in giving consideration to the sales tax, exempted milk in every form, as well as a number of other staples. Certainly meat is as much of a staple as milk is, and probably more so, and there seems no sound reason why such widely used products as lard, sausage, canned meats and cooked hams should be taxed.

"It is a matter of common knowledge that producers cannot take much lower prices for the products of their farms and ranches and continue to stay in business. From the viewpoint of revenue to be realized from the tax, ten million dollars is not a huge figure. But to extract that amount of money from a group which already has suffered to the extent that livestock producers have suffered, would be distinctly harmful to the industry which is so vital a part of our country."

Those endorsing the statement include the National Swine Growers' Association, the American Poland-China Record Association, the National Association of Swine Records, the Hampshire Swine Record Association, the Iowa Cooperative Live Stock Shippers, the National Duroc Record Association, the Chester White Swine Record Association, the National Poland-China Record Association, E. S. Bayard, editor of the Pennsylvania Farmer, and Charles Snyder, editor of the Chicago Daily Drovers Journal.

EDITORIAL

Home Markets for the Meat Packer

In a fair-sized city within a comparatively short distance from Chicago is a small, efficient, up-to-date meat plant. It turns out good product, but it never has made any considerable profit. It maintains an office and a staff of salesmen in Chicago and disposes of its production there.

Comparatively few consumers in the prosperous community in which this plant is located ever see, hear of or taste the meat products produced there. What they buy bears the labels of Chicago and Iowa packers.

This situation is not an exception in the meat industry. Iowa meats, for example, are sold in Chicago, and Chicago meats find markets in Iowa cities in which meat plants are located. Nebraska trades product with Missouri, and Minnesota with Wisconsin. In some cases meats are transported long distances and placed on the market in competition with meats produced locally. And quite often the profit that should result from such sales goes to pay transportation charges and higher costs of doing business at a distance.

Such overlapping of territories and crisscrossing of sales is one of the important factors responsible for high merchandising and distribution costs. One of the constructive and profitable things packers can do is to sell as much product as close to home as possible. Every time a packer sells a pound of product near by instead of at a distance he decreases his own merchandising and transportation costs, makes it possible for some other packer also to sell a pound of product at home at a greater profit—and strengthens the market to the extent that competition is reduced.

There are plants located in areas of large livestock production which naturally must go out of what would be considered their logical sales territories to dispose of output. And there are territories that do not produce enough meat to supply their needs, and which are dependent on distant packers for supplies. There is nothing economically wrong in doing business under these conditions. But when a packer does not take every advantage of his home market he not only pays the penalty of poor merchandising in higher costs and smaller profits, but he deprives others of the opportunity to do a good selling job, and thereby weakens the market by needless competition.

One company had considered its logical sales territory a district with a radius of about 100 miles from its plant. About eighteen months ago

it made a sales and merchandising survey. This disclosed that in the territory within a radius of 50 miles of the plant there was a meat consumption several times larger than the plant could produce working three shifts a day every day.

It did the logical and profitable thing—reduced its radius of action and concentrated its sales and merchandising efforts in a smaller territory. Results were immediate and gratifying. Territory was again reduced. Again the results were apparent in an increase in volume and profits.

Out of these experiences has come a policy which this concern believes to be the basis of an efficient meat merchandising program—be sure you are getting all business possible out of your immediate territory before you try to spread out. It is possible other packers might find greater profits in such a basic merchandising plan.

Why Penalize Food to Raise Revenue?

Meat and bread are two of the necessities of life which should escape the sales tax legislation now being considered by Congress. These are the basic foods of rich and poor alike and should be the last to be penalized for the sake of raising revenue to balance governmental budgets. Neither packer nor livestock producer is in position to carry any part of a sales tax, because their margins of profit are close to the vanishing point and many already have suffered severe losses.

At present there appears to be no intention of placing this tax on fresh meat, but on certain processed meats only. This would include sausage, cooked and canned meats and lard.

It is impossible to force all meat into consumptive channels in a fresh state. Indeed, the tendency on the part of the meat packing industry to market an increasingly large percentage of the hog carcass fresh has been protested by livestock producers in the belief that it results in lower prices for the live animal. Yet the industry has been forced to do this to avoid great accumulations of product which in the past two years have spelled heavy loss, and which always have necessitated purely speculative ventures.

Everyone in the livestock and meat industry should protest this tax, as it will tend not only to depress returns to an industry already deflated to the lowest point of the century, but will tend to reduce consumer demand for meat in favor of other foods not so penalized. Members of Congress should be informed without delay of the reaction of their constituents in the meat industry to this proposal, and should be urged to see that basic foods are exempted from a sales tax.

Practical Points for the Trade

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Thuringer Sausage

A Western sausagemaker wants to make both fresh and smoked Thuringer. He says:

Editor The National Provisioner:

We are not equipped to make dry sausage, but we understand there is a Thuringer that is sold fresh, also a smoked Thuringer that is not dried for any length of time. We would like to make these two kinds of sausage. Can you give us formula and directions?

The season of the year is close at hand when Thuringer is served extensively with some kind of green vegetable. This may be either the fresh or the smoked product.

Fresh Thuringer Sausage.

Fresh Thuringer may be made as follows:

Formula:

20 lbs. fresh lean veal or young boneless beef chucks, free from sinews.

50 lbs. extra lean pork trimmings.

30 lbs. fresh back fat.

Grind the veal or chucks through the 1/2-in. plate of the grinder. Chop in the silent cutter adding 5 lbs. of ice. Chop medium fine, with 8 oz. of salt.

Grind the extra lean pork trimmings and back fat through the 1/2-in. plate of the grinder.

Mix all together, adding the following seasoning:

1 1/4 lbs. salt.

2 oz. ground nutmeg.

6 oz. ground white pepper.

2 oz. whole caraway seed.

Mix for 2 minutes.

Stuff in medium hog casings, and link in pairs 4 to 6 in. long.

Hang on clean sticks and put in cooler.

The product made by this formula is not smoked. It is a fresh sausage like pork sausage, and is usually fried and served with red cabbage.

Smoked Thuringer Sausage.

If the inquirer wishes to make a Thuringer summer sausage, it is possible to manufacture such a product that may be sold fresh. It should not be confused with the fresh Thuringer or Cervelat sausage.

A good formula for this Thuringer summer sausage is as follows:

80 lbs. lean boneless chucks (trimmed).

20 lbs. back fat or shoulder fat (all fat).

If any lean meat is left on the back fat, the sausage would have to be frozen in order to comply with government regulations regarding the use

of pork in a sausage that is eaten without cooking. It is therefore best to leave out all lean pork and use only beef and back fat or shoulder fat entirely free of lean.

Grind the beef once through the 1/2-in. plate of the grinder. Cut the back fat in small pieces, about the size of an egg and spread this with seasoning consisting of

3 lbs. 6 oz. salt.

8 oz. sugar.

8 oz. ground white pepper.

2 oz. saltpeter.

Spread all over the ground beef and chop once more through the 1/2-inch plate of the grinder.

Put in the mixer and mix for 2 minutes. Shelve and hold in the cooler from 48 to 72 hours at 38 to 40 degs. F. Then mix again for one minute. This makes it more pliable and easier to stuff.

Stuff in export or sewed hog bungs or cellulose containers. Hold in the cooler for 24 to 48 hours. Then hold at room temperature, say 60 to 70 degs. F., for 4 to 5 hours.

Smoke for 24 hours at 80 to 100 degs. F. Take from the smokehouse and hang in the dry room at 55 to 60 degs. F. for 24 hours. The sausage is then ready for sale.

This sausage is sold fresh and should not be held for any length of time.

This recipe should not be used for a sausage that is to be fully dried. It is intended to be a fresh Thuringer summer sausage.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2 cent stamp.

Branding Smoked Meats

A Western packer complains of poor results with his meat branding equipment. He says:

Editor The National Provisioner:

We have experienced not a little difficulty in ascertaining the kind of branding equipment we should use to stamp our hams and bacon.

We have tried rubber stamps, and gasoline heated branding irons but neither have given satisfaction. We have no gas connection to our plant and have therefore been unable to consider gas and air as our brand iron fuel.

It is our desire to secure information as to the best equipment and also the best methods of placing the brand. Both our bacon and hams are being branded after they are cured. Do you think this is the proper practice or should the branding be done before curing or smoking?

Hams, bellies, shoulders, etc., usually are branded after they come out of the soaking vat, usually after washing, following the curing period. The skin should be dried off with a bell scraper before the brand is applied to get the best results.

If this inquirer is not securing good results with a hot branding iron the reason probably is that the iron is not hot enough, or that too much of the heat which should go to make the brand is absorbed in evaporating the excess moisture on the meat. There should be no trouble if the meat is comparatively dry, the iron is hot enough and the worker applies the brand properly.

Electric branding irons are popular in many meat plants. They are clean, convenient and there is less danger from fire.

Ink branding is used by many packers. Here again the branding is done after the meats come out of the soaking vat and after washing. In this case also, the meats must be comparatively dry on the area where the brand is applied. Usually the bell scraper is used to remove excess moisture. The trick in ink branding is to apply the right amount of pressure to secure a clear legible brand but not so much as to cause smearing. Many packers dry ink brands under a gas flame before the meat goes into the smokehouse. In any event care must be used not to smear the brand.

EDIBLE GELATIN PRODUCTION.

Reports on the production of edible gelatine in the United States for 1931 show a decrease as compared with records of production for the previous four years; 15,163,047 lbs. having been produced during the past year, as compared with over 17,000,000 lbs. in 1927, 1928 and 1930, and over 18,000,000 lbs. in 1929. In view of lower production, stocks on hand at the end of the four quarters of 1931 compare favorably with those of other years.

Water Heating Methods

A Western packer asks regarding the effect, if any, on meats cooked in water heated with direct steam from a boiler in which a compound is used. He says:

Editor The National Provisioner:

I would like to know if the steam coming from a boiler in which boiler compound is used and going into the water in which frankfurts and other sausages and meats are cooked would have any effect on the meats.

I would also like to know whether it is better to heat water directly by steam from pipes installed around the sides of the cooking vat or on the bottom.

If the boiler is operated properly little of the compound used should come over with the steam. However, if the water line in the boiler is carried too high, or if there is foaming or priming, then water may be carried over into the cooking vat, in which case some of the dissolved boiler compound might get into the cooking water. Without knowing the ingredients in this boiler compound, it would be impossible to state what effect, if any, it might have on the meat.

In any event, a steam separator installed in the steam line directly above the boiler would be good insurance and would improve the quality of the steam. Such a device was described and illustrated in the February 7 issue of THE NATIONAL PROVISIONER. Its function is to remove the water from the steam. If any dissolved boiler compound were carried over into the cooking vat it would be in water. Removing the water from the steam would minimize this danger.

Another method—and a safe one—would be to use a closed coil in the cooking vat. If such a coil is installed a trap should be placed at the discharge of the coil. This trap permits the passage of water of condensation, but prevents the escape of steam.

Such an arrangement probably would be more economical in the long run than heating by steam in direct contact with the water, particularly if the water of condensation and the heat units in it were conveyed back to the boiler.

A still further saving could be made by installing a temperature regulator to maintain the temperature of the water in the cooking vat at the proper temperature.

It probably would make little difference, as far as heating is concerned, whether the closed coils were installed around the bottom or sides of the tank, providing the number of square feet of heating surface in both coils was the same.

An objection to heating water with direct steam is that considerable noise and vibration sometimes are caused by the passage of the steam into the water. Devices to prevent these annoyances can be had.

Unless care is taken, product being cooked may also be damaged if steam is permitted to come in contact with it. Whether the water is heated by direct steam or by a closed coil, provisions should be made to keep the meats from contact with steam or the steam coils.

Pork Tongue Loaf

Pork tongue loaf is an attractive meat product at any season of the year. An Eastern packer who is increasing his line of fancy meat products says:

Editor The National Provisioner:

We cure pork tongues and would like to make a pork tongue loaf. We have seen very good-looking loaves which appear to be almost solid tongues. Can you tell us how such a loaf is made?

A container having a heavy spring should be used for pork tongue loaf, as this product requires a much heavier spring than meat loaf.

Tongues should be cured in regular S. P. ham pickle approximately 15 days. They are cooked in an open tank 1½ hours at 180 to 190 degs., then the bone, fat, gullet and rough skin are removed.

Tongues are placed in the container crosswise, three layers high. Put the cover on the container and tighten the wing nuts thoroughly so there will be no leakage of water into the container. Then put the container in the cook tank and cook for 3½ hours at 170 degs. inside temperature.

When the cooking period is over the product is removed from the cook tank and permitted to stand in normal room temperature for one hour. Cold water should not be run over the container. The advantage of letting the container stand in room temperature is to allow the juices to seep back into the meat product. Then place in the chill room for at least 12 hours.

Neither ground beef nor gelatine nor any other binder need be added. Whole pork or beef tongues cooked in this way in the right kind of container will bind into a solid loaf.

What's Your Steam Cost?

Here are the results one packer is obtaining in his boiler room and that are possible, or can be approached, in other meat plants similarly equipped.

Water evaporated per square foot of boiler heating surface, 7.98 lbs.

Water evaporated per pound of coal, 8.016 lbs.

Water evaporated per pound of combustible, 10.378 lbs.

A boiler output of 256.88 per cent of rated capacity.

A boiler efficiency of 75.39 per cent.

These results were obtained in one of three tests made recently using coal that analyzed 12,335 B.t.u.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

PAINTING WATER TOWERS.

A packer wants to know what is the best kind of paint to use on the inside of water towers. He says:

Editor The National Provisioner:

We are planning to repaint our water tower as soon as the weather warms up. Aluminum paint will be used on the tower and the outside of the tank, as we have found that this paint gives the structure a striking appearance and lasts well. We can not decide on the kind of paint to use on the inside of the tank. Have you any information on lasting qualities of the different paints for this use.

This packer's inquiry comes at a time when experiments to determine the best paint to use on the inside of water tanks, being made by the Pittsburgh-Des Moines Steel Co., Pittsburgh, Pa., and the Borough of Ambridge, Pa., are still in progress. These tests were started October 6, 1931.

One hundred and ninety-six painted panels are being studied. The fifth inspection of these was made on February 15. At this time an average rating of 76.8 per cent was given all panels. The classified panels were rated at 78.4 per cent; unclassified, 72.5 per cent.

The average ratings of the classified panels in the latest inspection were:

Hot bituminous paints.....	98.9
Red lead-lined oil paints.....	89.7
Aluminum paints.....	88.0
Asphalt emulsion, paint.....	86.0
Thick plastic coatings.....	85.2
Clear varnish finishes.....	82.8
Elasterite paints.....	82.2
Coal tar paints.....	82.1
Asphalt emulsion, with filler.....	74.0
Synthetic gum-vehicle paints.....	74.0
Cold bituminous paints, miscellaneous.....	71.3
Other linseed paints.....	67.0
Gilsonite asphalt paints.....	64.3
Pyroxilin-base paints.....	60.0

A SONG OF PACKINGTOWN.

Terry did cant of creaking cranes,
Of Gary's wondrous steel mill trains;
The gassy murk, the charger's wall—
In fact he told a gripping tale
Of Old King Steel, so hale and strong—
'Twas his, but mine's a meaty song.

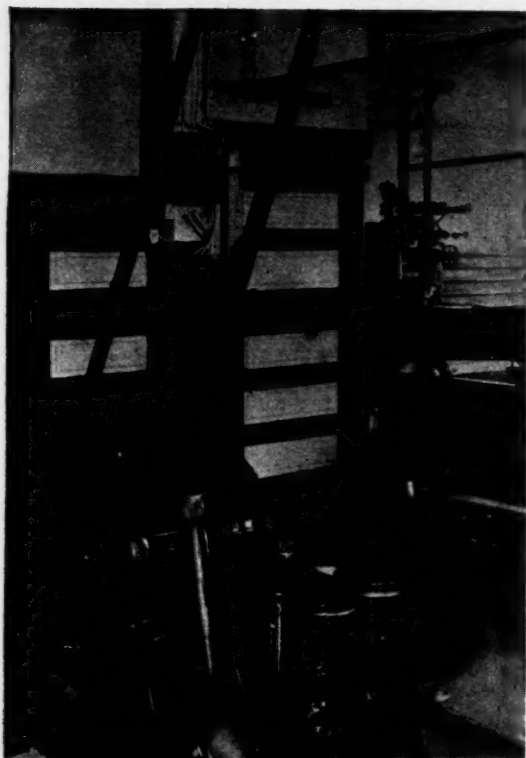
I like the lowing of the cows,
The gentle grunt of friendly sows,
The lambkins' plaintive ba! ba! ba!
The livestock buyers' ha! ha! ha!
For sounds like these mean steaks and chops
May soon be bought in butcher shops.

I'll sing a song of Packingtown,
Whose fame is of world-wide renown.
Here countless pens are daily filled
With best of livestock, to be killed
In abattoirs that tower high,
Wherein the air is icy-dry.

Machines' quite huge and spick-and-span,
Now do much work once done by man;
While railroads haul sweet meats afar,
When packed in carton, box, and jar;
In fact, 'tis meet the world should eat
Chicago's sweet and juicy meat.

Zounds! Zounds! The sounds—at least
the squeal—
Would drown the slurp of molten steel;
And while each workman's doing things,
He thinks good thoughts, off he sings;
He feeds the men who cannot fall
Who make the steel, the bridge, the rail.

—ALONZO NEWTON BENN.



**"Built in 1922—as good today
as when first installed . . ."**

"Your records will show our ice-cream hardening and anteroom was built in August, 1922. It has been in continuous service ever since and is in as good condition as when first built. Our refrigeration consumed has been low as is evidenced by an average power bill of \$50 per month.

"We have run temperature in room as low as -29° F. generally operating, however, from -10° to -12° F. During dull seasons this temperature is maintained by operating three hours daily.

"Comparing this with other rooms under our observation would say our results are at least as good as could be obtained with any type insulation. We feel we did well in selecting Rock Cork and would not hesitate to do so again."

RENSSELAER ICE CREAM AND SUPPLY COMPANY
Rensselaer, Indiana.

Another
long-time user
says

**"Rock Cork
stands up"**

"Refrigeration costs stay where they started" . . . "No more refrigeration is required after years of service than when Rock Cork was first installed." Extravagant claims add nothing to first-hand testimony like this, contained in letters from hundreds of users, many of whom installed Rock Cork as long as twenty-three years ago.

J-M Rock Cork because of its mineral composition is permanent . . . rot-proof . . . vermin-proof . . . odorless and

incapable of absorbing odors. It will never support the growth of mould or bacteria. No other low-temperature insulation equals it in maintaining its high insulating value unimpaired.

Lastingly efficient, absolutely sanitary Rock Cork deserves your consideration. It will give you trouble-proof service under every refrigeration condition. For full particulars write to Johns-Manville, 292 Madison Avenue, New York City.



**Johns-Manville
ROCK CORK**

Insulation for all temperatures from 400° F. below zero to the highest industrial temperatures.



● Interior of a Swift & Co. cold storage building in Chicago, in which J-M Rock Cork has been in service since 1909 . . . 23 years.

Refrigeration and Frozen Foods

Refrigeration Control

New Method of Using Solid Carbon Dioxide in Motor Trucks

Solid carbon dioxide, especially for use in packers' refrigerated trucks, has not enjoyed the popularity its inherent quality would seem to justify.

It is used in considerable volume for meat truck refrigeration, and the volume used in this service is growing. But until recently lack of correct methods of applying the refrigeration and regulating temperatures caused disappointments which reacted against this refrigerant.

One packer in the South recently wrote THE NATIONAL PROVISIONER as follows:

"Some time ago we installed in two of our delivery trucks a method of refrigeration using solid carbon dioxide. To equip these vehicles cost \$1,500.

"It was explained to us that the gas and cold from the CO₂ would pass through the tubes, which formed a part of the system, and in this manner refrigerate the truck. We found that the cold air and gas from the solid carbon dioxide did not pass through the tubes. The cold it seems would not travel further than about 2 ft. from the tank in which the refrigerant was contained.

"After using solid carbon dioxide for

about six months, we found it very expensive and such a poor refrigerant that we tore the refrigerating systems out of our trucks and installed bunkers for ice and salt. Since then we have had no trouble."

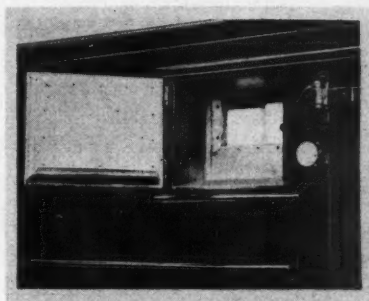
Experience Brings Results.

Investigation disclosed that the troubles this packer experienced could in no way be placed at the door of solid carbon dioxide. The fault was due entirely to wrong methods and bad advice in use of this refrigerant.

Since then scientific investigation and practical experimentation have developed simple methods of using this refrigerant that would permit full utilization of the refrigerating properties of solid carbon dioxide when used to cool truck bodies. One of these was illustrated and described in the January 23, 1932, issue of THE NATIONAL PROVISIONER. Another, the result of a long series of tests and experiments, is that of the York-Hoover Corporation of York, Pa.

This new method of using CO₂ for refrigerating truck bodies differs from others which attempt to control temperature by retarding or suppressing the refrigerating effects. The "Kold-Trold," as the new method is known, gets the same effect by controlling both refrigerating effect and consumption of the refrigerant.

The York-Hoover controlled temperature CO₂ unit consists essentially of



ONE METHOD OF INSTALLATION.

The unit may be installed so that the solid carbon dioxide may be loaded from the outside of the truck body or from the inside. In the smaller units loading is generally done from the inside.

a container for solid carbon dioxide, a condensing coil, an evaporator coil and a thermostatically controlled valve. The condensor coil is in intimate contact with the solid CO₂ container, and is located at a higher level than the evaporator coil, which is in the refrigerated compartment.

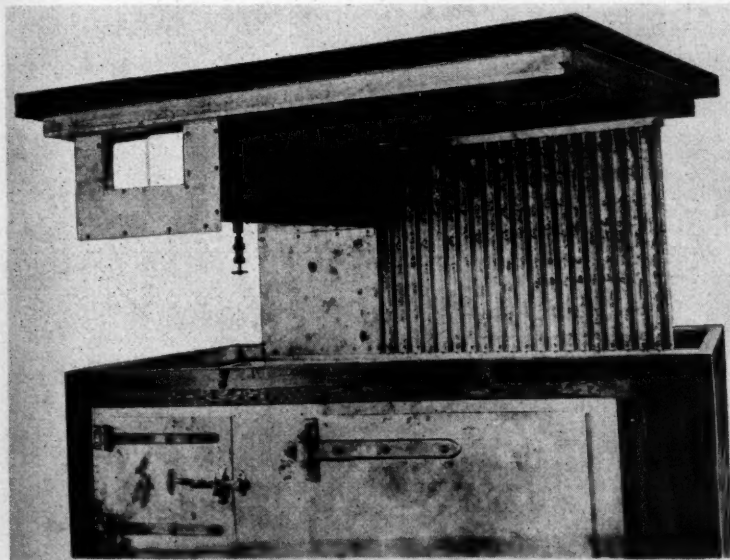
How the System Works.

Sealed within the two coils, which form a closed system, is a charge of volatile low temperature refrigerant. In operation the solid carbon dioxide in the container in contact with the condensing coil produces a temperature and pressure in that coil very much below that of the evaporator coil.

This pressure difference causes a flow of gas from the evaporator coil to the condensing coil. The result is rapid evaporation of the liquid refrigerant in the evaporator coil and absorption of the heat from the space surrounding it. Due to the low temperature in the condensing coil the gas is condensed and returns by gravity to the evaporator coil. This cycle will continue just so long as a temperature difference exists between the two coils. Likewise the temperature in the refrigerated compartment will continue to drop.

Interposed between these coils is the thermostatically controlled valve, which is actuated by the temperature in the refrigerated compartment. The thermostatic device is set to act at a predetermined point, and when this is reached the valve tends to close. Upon a rise in temperature the valve opens. The valve thus governs the flow of gas to the condensing coil and insures positive and accurate automatic temperature control.

The thermostatic valve may be set for any temperature required with a 30 degs. Fahr. range. Units can be furnished with the proper valve for maintaining any of the following temperature ranges: Minus 30 degs. Fahr. to 0 degs. Fahr.; minus 15 degs. to plus 15 degs.; plus 5 degs. to plus 35



SIMPLICITY AND COMPACTNESS CHARACTERIZE NEW COOLING UNIT.

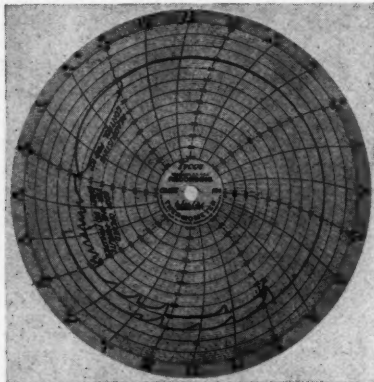
In installing the system in a truck body the evaporator plate is placed against the back or side wall of the body. The CO₂ compartment, with condensing coil, are installed on the ceiling. Note the temperature control unit at the side of the CO₂ compartment.

deg.; plus 30 degs. to plus 60 degs.; plus 50 degs. to plus 80 degs.

The solid CO₂ container is heavily insulated in order to insure "controlled" refrigeration only to the refrigerated compartment by way of the evaporator coil. Consequently the consumption of solid CO₂ is in direct proportion to the load except for a slight heat loss through the walls of the container.

How It Is Installed.

The condensing coil is arranged around the sides and bottom of the solid CO₂ container in order to insure rapid heat transfer. The evaporator coil is soldered to a heavy galvanized steel sheet to form the evaporator plate. The evaporator plate includes vertical full length ribs which extend into the



TEMPERATURE TEST.

This twenty-four hour record of temperatures was taken to determine the efficiency of the Kold-Troid in maintaining an even temperature. Note how quickly the temperature returns to the point at which the control is set when the door is closed.

refrigerated compartment. This assembly provides additional heat absorbing surface and rigid construction.

Among the advantages claimed for this unit are:

- 1.—Even and constant temperature control with minimum consumption of solid CO₂. Under test, during extreme summer weather, a body unit insulated with 4 in. of corkboard carried 3.5 gallons of ice cream for every pound of solid CO₂ used.

- 2.—Low operating costs. There are no moving parts in the unit and thus repairs and service charges are small.

- 3.—Minimum space requirements and reduced weight. There are advantages in increasing profits by permitting longer delivery routes and increased pay load.

- 4.—Simplicity of operation. It is only necessary, it is said, to make an initial adjustment of the thermostatic valve. No further attention is required except periodic charging of the container with solid CO₂.

- 5.—Dependability, reducing spoilage of products or late deliveries due to breakdowns.

- 6.—Convenience and ease of charging solid CO₂ into the container.

In installing the system the evaporator plate is placed against the back or side wall of the refrigerated compartment. The solid CO₂ container with condensing coil are placed against the ceiling of the truck. The units are

being made in a number of sizes in order to provide for the wide variety of capacities required in the transportation of different commodities.

REFRIGERATION NOTES.

Construction of a cold storage warehouse is contemplated by the Newton Ice & Cold Storage Co., Newton, Ill.

Fred T. Parker, Hamilton, Mont., is having plans prepared for a three-story, 60 by 120 ft., cold storage and cannery warehouse to cost about \$100,000. Equipment for quick freezing will be included.

The food products packing plant of the Bridgeville Packing Association, Bridgeville, Del., recently destroyed by fire, will be rebuilt, it has been announced.

A cold storage plant on the waterfront at Kodiak, Alaska, is being planned by Erskine & Co.

National Ice & Cold Storage Co., Los Angeles, Calif., is erecting a building at 21405 Sherman Way.

A temporary warehouse is being erected in Fort Pierce, Fla., by the Fort Pierce Steamship Co. A cold storage warehouse is planned on the site at a later date.

Florida Power & Light Co. recently placed its new cold storage warehouse in Perry, Fla. in operation.

New refrigerating machinery will be installed in the plant of the Lawrence Ice & Storage Co., Youngstown, O.

Dixie Products Co., St. George, Utah, will erect a poultry dressing, cold storage and ice plant.

J. N. Sloan & Co., Charlotte, N. C., has sold its cold storage plant to Biggers Bros.

Missouri Farmers' Association is planning the construction of a cold storage plant in Shelbyville, Mo. It will cost \$30,000.

A cold storage and pre-cooling plant costing \$60,000 has been constructed in Ontario, Calif., by the Upland Citrus Association.

Refrigerating equipment is being installed in the fruit warehouses of the Northern Pacific Railroad at St. Paul, Minn., and Livingston, Mont.

A one-story ice and cold storage plant will be constructed in Chillicothe, Mo., by the Consumers Public Service Co. The building will be 100 by 125 ft. and will cost approximately \$56,000.

TRADE GLEANINGS

Erion Packing Co., Mitchell, S. Dak., plans a three-story addition to its plant.

Eagle Cotton Oil Co., Meridian, Miss., will erect a 30-ton raw water ice making and power plant.

Cudahy Packing Co. refinery, Memphis, Tenn., is constructing two tanks for storage of cottonseed oil.

Franklin Beef Co. has been incorporated by L. A. Memolo at Scranton, Pa., with a capital stock of \$100,000.

Henry Fischer Packing Co., 1862 Melwood st., Louisville, Ky., has increased its capital stock from \$250,000 to \$700,000.

Leonard, Mansur & Thunder will open a meat packing plant near Kelse, Wash., as soon as the plant building is completed.

C. S. Cornelius Co. plans erection of a meat packing plant on Belvedere rd., West Palm Beach, Fla., at an estimated cost of \$25,000.

South Philadelphia Dressed Beef Co., Philadelphia, Pa., recently purchased a 27-ton Frick refrigerating machine for use in its plant.

Dugdale Packing Company, established by H. P. Dugdale, is erecting a \$35,000 packing plant at Eleventh and Belle sts., St. Joseph, Mo.

McDonald Packing Co., Lubbock, Tex., is constructing an addition to its plant included in the improvements will be facilities for refrigeration.

Oscar Mayer & Co. has awarded general contract for a one-story 56x90 ft. addition to its packing plant at Madison, Wis. It will cost around \$40,000.

Chico Meat Company will construct an abattoir to replace the present structure on Humboldt rd., Chico, Calif. Cost of the building will be between \$20,000 and \$30,000.

Beaumont Packing & Poultry Co. has been incorporated at Beaumont, Tex., with a capital stock of \$1,000. Incorporators are C. C. Pinkerton, John Parigi, Frank Parigi.

LIMIT ITALIAN BEEF IMPORTS.

By decree of February 11 the Italian government has limited the importation of beef, including live animals and carcasses, to 15 per cent of the country's requirements, purchases for the army being excepted, the balance being reserved to domestic production.



PACKER TRUCK ECONOMICALLY COOLED WITH SOLID CO₂.

Adolf Gobel, Inc., New York City, was one of the first packers to install "Kold-Troid" refrigerating units in its trucks. Very satisfactory results are reported. The refrigerant is placed in the cooling unit through the small door in the side near the top. A feature of this method of refrigerating trucks is the very close temperature control. Temperature variations are kept within close limits.

STAR FISH COMPANY PRAISES LIPMAN

The Star Fish Company, Charlotte, North Carolina, writes: "We were so pleased with these machines (bought for the retail store in 1929) that we purchased on June 10, 1931, two Lipman Model 1110 machines for our new wholesale plant. All our Lipman machines are operating perfectly. . . " This from a fish freezing and storage plant is significant to provision plants. For their refrigeration problems are similar, and Lipman solves both with equal effectiveness. In all cases, Lipman installations are *Engineered-to-fit-the-job*; without excessive equipment Lipman provides plenty of refrigeration for peak loads. Cost of ownership—i.e., cost of operation plus maintenance plus depreciation is bound to be the *lowest* possible. Investigate Lipman now—send coupon for valuable booklet.

Engineered
TO FIT THE JOB

LIPMAN

AUTOMATIC REFRIGERATION

SEND

GENERAL REFRIGERATION SALES COMPANY
615 Seventh Street Rockford, Illinois

I am interested in Lipman Automatic Refrigeration. Send your "ABC's of Electrical Refrigeration" to:

NAME _____

ADDRESS _____

HOG FAT vs. LEAN

(Continued from page 22.)

On the basis of the swine census for that year, the approximate pro rata proportion of each state in the Corn Belt would be indicated. Each individual farmer within that state would be urged to arrange his prospective breeding operations irrespective of the supply of corn, of the price of corn, and of the corn-hog ratio.

The second and third steps in the adjustment of supply to demand are of much importance, because the controlled breeding of hogs would be futile without them. These are the contraction of the supply of feedstuffs, proportioned to the program of the supply of hogs, which entails contraction of the acreage planted to corn, as well as to other feed crops. Means of doing this are detailed in Dr. Taylor's survey.

Limiting Export Surplus

The adjustment sought also implies a limitation of the exportable surplus. "There is a difference between being drawn upon to supply the internal needs of importing countries abroad as determined by their own supplies and wants, and forcing exports in order to get them out of the country and relieve pressure on domestic prices," says he.

Substantial expansion of the

lard market in Europe and elsewhere is not sufficiently encouraging to be regarded as a factor in hog production in the United States during the next decade. The same inference would seem to hold for hams, shoulders, and bacon. "We shall do well if we maintain the present volume of exports," says Dr. Taylor.

Many other phases of the hog surplus are discussed by Dr. Taylor in his 658-page review.

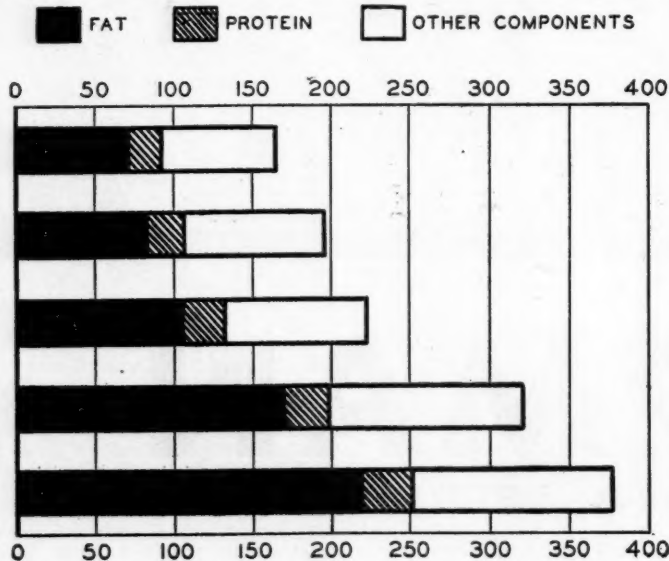
Light on Packer's Problems

It is a text which every long-time student of the meat packing industry will find of extreme interest and value, as it relates immediately to the raw product supply of the industry, especially hogs, and to a less extent cattle and sheep.

Anything that will aid in solving the surplus raw material problem of the meat packing industry will be hailed as a boon, as many of its basic problems of distribution find their origin in surplus product.

The book contains a large number of charts and tables bearing on corn and hog production and the distribution of hog products. It is well indexed. The price is \$4.50, and it may be obtained upon application to THE NATIONAL PROVISIONER, Book Department, Chicago, Ill., accompanied by remittance.

When in need of expert packing-house workers watch the classified pages of THE NATIONAL PROVISIONER.

**FAT PREDOMINATES IN THE HOG CARCASS.**

This chart shows the content of fat, protein and other components of the hog carcass.

In an analysis made of the constituents of 15 hogs the fat content ranged from a low of 40.44 per cent in light weight hogs to a high of 61.53 per cent in heavy hogs weighing around 390 lbs. The protein percentage was highest in the lean hog, totaling 13.02 per cent and lowest in the 390 lb. hog, amounting to only 8½ per cent.

As the fat competes with low-costing fats and the protein with high-priced proteins, the desirability of increasing the total protein content of hogs is readily apparent.

GERMAN MEAT CONSUMPTION.

(Special Report to The National Provisioner.)

Hamburg, Feb. 29, 1932.

Final figures of 1931 German meat consumption show a strong increase in pork together with a small proportion of imported products in the meat supply of the German consumer. Since figures of slaughters for the four quarters have been compiled, it is possible to compare the totals of 1931 with the previous years and the pre-war time.

	1931.	1930.	1918.
Steers	324,045	377,574	492,916
Bulls	494,144	485,550	466,672
Cows	1,564,471	1,630,987	1,458,029
Heifers	946,066	1,026,632	793,962
Calves	4,080,334	4,091,184	3,713,264
Hogs	20,488,271	17,904,355	16,406,432
Sheep	1,562,225	1,590,338	1,907,460

The increased slaughters are made up exclusively from the increased inland production, for the import has lessened considerably.

There is a considerable import of hogs from Lithuania and the Memel district, and of cows from Denmark.

The import of other kind of animals has become unimportant.

Figures showing the average weights of dressed hogs indicate that the market no longer favors the fat hog, but has turned in general to the light lean pork hog. Meat consumption per capita of the German population is calculated as follows: 1913, 49.49 kgs.; 1925, 44.94 kgs.; 1926, 45.41 kgs.; 1927, 49.95 kgs.; 1928, 52.82 kgs.; 1929, 51.60 kgs.; 1930, 50.50 kgs.; 1931, 50.86 kgs.

DEC. MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in December, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Consumption. consumption. Lbs.	Per capita consumption. Lbs.
BEEF AND VEAL.		
Dec., 1931.....	380,000,000	3.1
Dec., 1930.....	398,000,000	3.2
PORK AND LARD.		
Dec., 1931.....	640,000,000	5.1
Dec., 1930.....	608,000,000	4.9
LAMB AND MUTTON.		
Dec., 1931.....	60,000,000	.48
Dec., 1930.....	56,000,000	.46
TOTAL MEAT CONSUMPTION.		
Dec., 1931.....	1,080,000,000	8.7
Dec., 1930.....	1,062,000,000	8.6

SOUTH AFRICA CHILLS BEEF.

Beef from 20 head of cattle was chilled recently in Southern Rhodesia, and remained in good condition for about a month, according to a recent report. After 4½ days in a refrigerator car part of the shipment was removed into cold storage with the remainder staying in the car for a further period of 28 days. At the end of that period the meat was distributed through the usual channels for domestic consumption. Butchers handling the meat are convinced that the experiment was a success.

Interest is centered in the possibility of chilled meat exports to England, where the chilled product commands a somewhat higher price than does frozen beef.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

Provision and Lard Markets

WEEKLY REVIEW

Trade Fair—Market Steady—Hogs Stronger—Western Run Moderate—Cash Trade Fairly Good—Outward Movement Smaller.

In a fair turnover, the market for hog products the past week displayed a steadier tone, although no material upturns were witnessed. Trade continued somewhat mixed, and speculative interest was limited. Considerable covering was under way at times in lard, and some further investment buying materialized. This was based on a noticeable letup in hedging pressure and on strength in hogs. A marked falling off in the western hog run had considerable influence, but sufficient selling, supposedly hedging, came from packing house quarters on the bulges to keep the upturns in check.

Domestic cash trade was reported fairly good, but export interest appeared quieter, and the outward movement of product was smaller. This was not surprising and was offset to some extent by decided improvement in the English financial position. This, it was calculated, would eventually extend to the Continent. At any rate, there was a decidedly better feeling abroad.

The feature of the week was the continued advance in hogs to an average of 4.50c, a gain of some 65c from the low point. This compared with an average a week ago of 4.05c, a year ago of 7.60c and two years ago of 10.45c. The strength in hogs was partly the result of less pressure from raisers. Western receipts at the leading markets last week totaling 452,600 head, compared with 580,654 the previous week, and 453,000 the same week last year. Average weight of hogs received at Chicago last week was 238 lbs., against 232 lbs. the previous week, 235 lbs. a year ago, and 231 lbs. two years ago.

Meat Production Up.

Official exports of lard for the week ended February 27 were 9,201,000 lbs., of which 5,593,000 lbs. went to the United Kingdom and 1,630,000 lbs. to Germany. The same week last year the exports were 17,504,000 lbs. The outward movement from January 1 to February 27 totaled 119,868,000 lbs., against 129,383,000 lbs. the same time last year. Exports of hams and shoulders, including Wiltshires, for the week were 370,000 lbs., against 550,000 lbs. last year; bacon including Cumberlands, 342,000 lbs., against 1,364,000 lbs.; pickled pork, 48,000 lbs., against 54,000 lbs. last year.

February average price of hogs at Chicago was 3.89c, 11c under the January average, compared with 7.06c in the same month last year. Average price last month was the lowest reported in the current packing year.

The U. S. Department of Agriculture placed the production of meat during 1931 at 16,777,000,000 lbs., or 1.4 per cent above 1930. Consumption of meats totaled 16,530,000,000 lbs., or 1 per cent greater than the previous year. Both production and consumption in 1930 were the smallest since 1922.

Production of beef in 1931 was 56,000,000 lbs. greater than the 6,076,000,000 lbs. produced in 1930. Veal production was 860,000,000 lbs., an increase of 27,000,000 lbs. Production of lamb and mutton was 878,000,000 lbs., an increase of 58,000,000 lbs. Production of pork was 8,907,000,000 lbs., an increase of 98,000,000 lbs. over 1930. Lard production last year was placed at 2,385,000,000 lbs., of which approximately 25 per cent was exported.

The U. S. Department of Agriculture placed production of lard during January, 1932, at 171,331,000 lbs., against 186,062,000 lbs. the same month last year, and compared with a five-year January average of 184,448,000 lbs.

Average cost of swine during January was 3.95c, against 7.63c last year. The average hog yield was 75.93 per cent, against 76.39 per cent. The average hog weight was 226.05 lbs., against 235.57 lbs. last year.

PORK—Demand was fair, and the market was firm at New York. Mess was quoted at \$17.00 per barrel; family, \$17.75; fat backs, \$15.00@16.50.

LARD—Domestic demand was fairly good, but export trade was quiet. The market on the whole was firmer. At New York, prime western was quoted at 5.40@5.50c; middle western, 5.30@

5.40c; New York City tierces, 5c; tubs, 5½c; refined continent, 5½c; South America, 5½c; Brazil kegs, 6½c; compound, car lots, 6½@6¾c; smaller lots, 6½@6¾c.

At Chicago, regular lard in round lots was quoted at 17½c under May; loose lard, 82½c under May; leaf lard, \$1.05 under May.

BEEF—Market was steady and demand routine. At New York, mess was nominal; packet, nominal; family, \$14.12½@14.62½ per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$3.75; 6 lbs. South America, \$10.50; pickled beef tongues, \$50.00@55.00 per barrel.

See page 40 for later markets.

CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, Feb. 29, 1932.

Receipts of lard in Hamburg during the week from February 22 to 27, 1932, were 543 tons from the United States and 205 tons from Denmark. Packers asking prices were \$14¼ to \$14, and dealers \$13.75 for 100 kg. (220 lbs.) At some larger places in the interior of Germany there was a scarcity of stocks

Hogs Cost More, But Cut Better

New 1932 tops for hogs were established at Chicago this week, the \$5.00 mark being reached on Thursday. Lighter supplies, better quality and colder weather resulting in improved demand for fresh pork cuts, were the strengthening factors.

Pork loin prices advanced sharply during the week but met some recession toward the close. Other fresh cuts did not show the same increase and cured meat and lard prices showed only slight improvement.

Receipts at the 12 principal markets during the first four days of the week totaled 322,000 head compared with 353,000 a week ago and 336,000 at the same period last year.

At Chicago the average quality of the run showed improvement over a

week ago, stronger prices possibly influencing farmers to hold back their unfinished hogs and pigs for further feed.

Hogs ranging in weight between 160 and 210 lbs. commanded the top prices, with well finished 220 to 260 lb. ranges next.

Cut out value of good quality hogs showed a slight improvement this week over last. The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE show the lighter averages cutting out to the best advantage in spite of the higher cost of these hogs. The test is offered only as a guide for packers in keeping a close check on their cut-out values under local conditions.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.34	\$1.22	\$1.20	\$1.17
Picnics .....	.35	.31	.27	.23
Boston butts .....	.31	.31	.31	.31
Pork loins	1.50	1.17	1.02	.89
Bellies, light .....	.84	.78	.37	.34
Bellies, heavy .....	...	...	.26	.50
Fat backs .....	...	.05	.16	.27
Plates and jowls .....	.05	.07	.07	.08
Raw leaf .....	.07	.08	.08	.06
P. S. lard, rend. wt. ....	.56	.60	.54	.50
Spare ribs .....	.07	.08	.06	.06
Regular trimmings .....	.11	.13	.09	.09
Rough feet .....	.03	.03	.03	.03
Tails .....	.01	.01	.01	.01
Neck bones .....	.02	.02	.02	.02
Total cutting value (per 100 lbs. live wt.)..	\$5.06	\$4.86	\$4.48	\$4.37
Total cutting yield	67.50%	60.00%	70.00%	71.00%
Crediting edible and inedible offal to the totals, the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$.13	\$.28	\$.47	\$.33
Loss per hog22	.56	1.12	.95

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ALSO 41 OTHER CITIES

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as a result of small receipts. Most of the shipments received by packers' agents were sold afloat.

Demand for Danish lard in bladders was good. The firmer tendency of the previous week did not continue. Prices declined because the rate of exchange of the Danish crown increased in the course of the week. Danish lard in bladders was quoted, Danish crowns 81 to 83, lard in blocks 72 to 74, lard in tierces 70 to 72.

On Holland markets there was a slight depression in American lard and quotations sank almost to recent low levels. Dutch lard found demand within certain limits and stocks have been cleared in part. After contracts were closed at \$13, asking prices were raised to \$13.60 to \$13.80, at which prices buying interest slackened considerably.

Fat Backs.—Owing to the upward tendency of German hog markets and the cooler weather, there was a brisk demand for fat backs on the spot. Dutch fat backs of the heavier averages were quoted at \$14.60 to \$14.80 and in Holland dealers bought larger quantities in advance from packers in expectation of higher prices for the coming weeks. After a pause of several months the Czechoslovakian dealers appeared again as buyers on the Holland market and helped to support the firmer sentiment.

American packers reduced quotations for the heavier averages as follows: 8/10, \$14.50; 10/12, \$15.12½; 12/14, \$16.75; 14/16, \$19.00; 16/18, \$19.50; 18/20, \$20.12½; 20/25, \$20.62½ for 220 lbs.

Hog Livers.—There were no offerings of American livers. The demand for Danish livers slackened a little. Quotations on fresh Danish livers were \$20.50, and for salted Danish livers \$16.

PORK AND LARD PRICES.

Average wholesale prices fresh and cured pork products, lard and compound at New York and Chicago for February, 1932, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

—New York— —Chicago—
Feb., Feb., Feb., Feb.,
1932, 1931, 1932, 1931.

FRESH PORK CUTS.

Hams, Regular, No. 1.

10-14 lb. av.	\$10.75	\$17.55	\$ 9.29	\$15.90
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Loin.

8-10 lb. av.	9.52	15.52	8.30	14.06
10-12 lb. av.	9.42	14.78	8.30	13.24
12-15 lb. av.	8.54	13.52	7.42	12.44
16-22 lb. av.	7.62	12.61	6.60	11.46

Shoulders, N. Y. Style, Sk., No. 1.

8-12 lb. av.	7.66	12.70	6.04	10.34
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CURED PORK CUTS, LARD AND SUBSTITUTES.

Hams, Smoked, Regular No. 1.

8-10 lb. av.	16.72	24.25	16.50	22.62
10-12 lb. av.	16.06	22.95	15.75	22.25
12-14 lb. av.	15.54	22.12	14.75	20.88
14-16 lb. av.	15.20	21.90	13.75	20.25

Hams, Smoked, Regular No. 2.

8-10 lb. av.	13.75	20.25	14.50	19.62
10-12 lb. av.	13.37	19.39	13.75	19.62
12-14 lb. av.	12.86	18.95	13.75	18.50
14-16 lb. av.	12.46	18.92	13.00	18.50

Hams, Smoked, Skinned, No. 1.

16-18 lb. av.	17.80	23.35	16.50	21.00
18-20 lb. av.	17.50	22.62	15.00	21.19

Hams, Smoked, Skinned, No. 2.

16-18 lb. av.	14.00	18.95	14.75	20.25
18-20 lb. av.	13.12	18.50	13.75	19.41

Bacon, Smoked, No. 1 (Dry Cure).

6-8 lb. av.	17.25	23.12	17.00	27.00
8-10 lb. av.	17.25	26.88	16.00	27.06

Bacon, Smoked, No. 1 (S. P. Cure).

8-10 lb. av.	11.90	20.81	14.00	21.25
10-12 lb. av.	11.90	20.22	13.00	20.50

Picnics, Smoked, No. 1.

4-8 lb. av.	8.76	12.25	9.06	12.81
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Fat Backs, D. S. Cured, No. 1.

12-14 lb. av.	7.12	11.08	6.12	9.00
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Lard, Ref. Hardwood	6.72	10.25	6.53	8.94
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Lard Substitute	6.75	10.38	6.12	8.90
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Lard, Ref. 1-lb.	7.22	11.50	7.31	9.96
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Cartons				
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PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended March 5, 1932:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended Mar. 5, 1932.	1931.	1932.	1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	434	364	370	6,070
To Belgium	18	18	20	20
United Kingdom	343	307	316	4,950
Other Europe	147	8	48	713
Cuba	74	8	31	6
Other countries	17	31	6	42

BACON INCLUDING CUMBERLANDS.

	Week ended Mar. 5, 1932.	1931.	1932.	1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	591	944	342	5,900
To Germany	28	28	77	77
United Kingdom	421	801	256	3,900
Other Europe	61	8	8	108
Cuba	147	22	7	1,201
Other countries	23	32	1	113

PICKLED PORK.

	Week ended Mar. 5, 1932.	1931.	1932.	1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	124	63	43	1,452
To United Kingdom	9	12	13	13
Other Europe	28	1	1	101
Canada	62	41	254	254
Other countries	25	21	36	1,374

LARD.

	Week ended Mar. 5, 1932.	1931.	1932.	1932.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	12,350	10,675	9,201	122,318
To Germany	5,444	2,908	1,630	32,134
Netherlands	714	763	649	7,075
United Kingdom	1,980	3,398	5,593	65,052
Other Europe	653	388	528	4,608
Cuba	1,367	578	548	8,234
Other countries	2,192	2,145	253	15,060

TOTAL EXPORTS BY PORTS.

Week ended, March 5, 1932.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
Total	434	591	124	12,350
Boston	256	32	10	28
Detroit	27	32	20	34
Port Huron	27	32	41	50
Key West	74	117	06	06
New Orleans	17	38	25	2,941
New York	60	400	28	5,833
Philadelphia	...	...	...	...
Baltimore	...	...	...	2,001

DESTINATION OF EXPORTS.

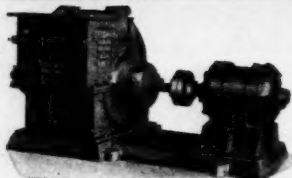
	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
Exported to:				
United Kingdom (total)	343	421	13	13
Liverpool	218	12	1	1
London	107	40	1	1
Manchester	15	1	1	1
Glasgow	...	...	...	...
Other United Kingdom	...	...	...	...
Exported to:				
Germany (total)	5,444	2,908	1,630	32,134
Hamburg	...	...	...	...

*Exports to Europe only.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended March 5, 1932, amounted to 6,906 metric tons, compared with 8,068 metric tons last week, and 6,572 metric tons for the same period last year.

Grinding Pays More... the Stedman Way



Cracklings, Bones, Dried Blood, Lard, and other By-Products

STEDMAN'S 2-STAGE Hammer
Mills reduce cracklings, expeller cake, bone, meat scrap, dried blood, etc., to any fineness desired—in one operation—by the 2-STAGE method of grinding. Nine sizes—requiring 5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 302.

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Developments in the tallow market in the East the past week were few and far between, the market displaying a very steady undertone for extra at 2½c f.o.b. Following last week's activity, a moderate volume of business passed at New York at that level. Pressure of supplies was lighter, but demand was less active on the whole. The situation was one where producers were in a fairly well sold-up position for the immediate futures, while on the other hand, consumers were said to be rather well bought up on nearby supplies particularly.

With little or nothing new in competing markets, routine conditions prevailed. Producers, in some cases, were inclined to hold for better levels, and the steady undertone was partly the result of reports of a firmer tone to the tallow market in the West.

At New York, special loose was quoted at 2½c; extra, 2½c; edible, 3½c @ 3½c.

At Chicago, a quiet but steady market was reported in tallow, with a moderate demand for nearby shipment. Edible was quoted at 3½c @ 3½c; fancy, 3½c; prime packer, 3½c; No. 1, 2½c; No. 2, 1½c.

There was no London auction this week. At Liverpool, Australian good mixed tallow was quoted at 25s 6d, unchanged from the previous week. Argentine good mixed tallow, March-April shipment, Liverpool, was quoted unchanged for the week at 25s 6d.

STEARINE—A quiet trade featured the market at New York, with the undertone about steady. Oleo was quoted at 4½c. At Chicago, the market was rather quiet and barely steady, with oleo quoted at 3½c.

OLEO OIL—A routine trade and a steady tone was noted in this quarter, with extra New York quoted at 6½c @ 6½c; prime, 5½c @ 5½c; lower grades, 5c. At Chicago, trade was moderate and the market rather steady, with extra quoted at 6c.

See page 40 for later markets.

LARD OIL—Demand was moderate, and the market displayed an easier tone. Edible at New York was quoted at 9c; extra winter, 7½c; extra, 7½c; extra No. 1, 7c; No. 1, 6½c; No. 2, 6½c.

NEATFOOT OIL—The market was easier, but demand improved somewhat. Pure at New York was quoted at 8½c; extra, 7½c; No. 1, 7c; cold test, 13c.

GREASES—There was no particular activity in the grease market in the East the past week. A fair amount of house grease was reported put through at New York at 2½c, apparently the better grades. Demand otherwise was routine, and there was somewhat less activity than previous week, consumers adopting an awaiting attitude. Offerings were fair, but producers were reluctant to lower ideas, to bring about business.

Steadiness in tallow was somewhat

of a factor, there being no signs of undue supplies hanging over the market. On the other hand, buyers were reported in a comfortable position.

At New York, superior house was quoted at 2½c; yellow and house, 2½c @ 2½c; A white, 2½c; B white, 2½c; choice white, tierces, 3½c.

At Chicago, the grease market was rather quiet but very steady, with a fair demand for medium and low grade supplies. At Chicago, brown was quoted at 1½c; yellow, 2½c @ 2½c; B white, 2½c; A white, 2½c; choice white, all hog, 2½c @ 3c.

By-Products Markets

Chicago, March 10, 1932.

Blood.

Market continues very quiet and unchanged.

Unit Ammonia.

Ground and unground.....\$ @ 1.00

Digester Feed Tankage Materials.

Buyers are showing little interest and practically no product is moving. Prices are nominal.

Unit Ammonia.
Unground, 11½ to 12½ ammonia.....\$.80 @ 1.00 & 10c
Unground, 6 to 8½ ammonia.....\$.80 @ 1.00 & 10c
Liquid stock 75

Dry Rendered Tankage.

Trading in tankage is reported in a limited way only. Price is quoted at 25 @ 30c.

Hard pressed and exp. unground, per unit protein..... 25 @ .30
Soft prod. pork, ac. grease & quality, ton @ 18.00
Soft prod. beef, ac. grease & quality, ton @ 13.00

Packaginghouse Feeds.

Product movement is small and trading seasonable.

Per Ton.
Digester tankage, meat meal.....\$ @ 25.00
Meat and bone scraps, 50%..... @ 25.00
Steam bone meal, special feeding, per ton @ 20.00
Raw bone meal for feeding..... @ 20.00

Fertilizer Materials.

Market is unchanged. Producers continue to offer at \$1.00 & 10c.

Unit Ammonia
High grd. ground 10 @ 12½ am..... @ \$1.00 & 10c
Low grd. and ungr., 6-9½ am..... @ 1.00 & 10c
Bone tankage, ungrd., low gd., per ton 10.00 @ 12.00
Hoof meal 90 @ 1.00

Bone Meals (Fertilizer Grades).

Market shows no change. Producers are quoting at \$20.00.

Steam, ground, 3 & 50..... @ 19.00
Steam, unground, 3 & 50..... @ 12.00

Horns, Bones and Hoofs.

Per Ton.
Horns, according to grade.....\$30.00 @ 150.00
Mfg. shln bones 65.00 @ 110.00
Cattle hoofs 13.00 @ 14.00
Junk bones @ 12.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Little trading is being done and prices are nominal.

Per Ton.
Kip stock\$30.00 @ 22.00
Sinews, plies @ 10.00
Horns, plies 23.50 @ 24.00
Cattle jaws, skull and knuckles..... @ 30.00
Calf stock 35.00 @ 38.00
Hide trimmings (new style)..... 8.00 @ 8.00
Hide trimmings (old style)..... 10.00 @ 12.00
Pig skin scraps and trim., per lb..... 2½ @ 2½c

Animal Hair.

Market remains unchanged. Some winter production is still to be disposed of.

Summer coll and field dried..... ¼ @ 1c
Processed, black winter, per lb..... 4 @ 4½c
Processed, grey, winter, per lb..... 3 @ 3½c
Cattle, switches, each..... ¼ @ 1c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 9, 1932.

Ground tankage is selling at \$1.50 & 10c and unground from \$1.00 & 10c to \$1.25 & 10c f.o.b. basis New York depending on quality. Stocks are moderate, but buying is quite limited. Ground dried blood has sold this week at \$1.50 per unit f.o.b. New York which seems to be the buyers limit as to price.

Bonemeal, both raw and steamed keeps working lower in price although present prices are very much below normal.

Sulphate of ammonia is offered rather freely by domestic sellers at \$20.00 per ton basis ex vessel U. S. Atlantic Coast ports in bulk. The buying of this as well as most fertilizer materials is in carlots as wanted.

FAT EXPORTS TO MEXICO.

Exports of lard and neutral lard from the United States to Mexico by customs districts during the month of January, 1932, are reported as follows by the U. S. Department of Commerce:

From	Lbs.	Value.	Neutral lard.	Lbs.	Value.
New Orleans.....	57,228	\$3,582			
San Antonio.....	3,441,702	217,207	4,181	\$272	
El Paso.....	50,222	4,064			
San Diego.....	10,172	1,862			
Arizona.....	185,264	9,942			
	3,762,033	\$326,927	4,181	\$272	

LARD AND GREASE EXPORTS.

Exports of lard from New York City, March 1, 1932, to March 9, 1932, totaled 5,280,090 lbs.; tallow, none; greases, none; stearine, 20,000 lbs.

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(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 10, 1932.—Although crude cotton oil has been in good demand this week at 3c lb. for Texas and 3½c lb. for Valley, and hogs have advanced steadily, prime bleachable has remained dull and unchanged. Future contracts are today practically the same as a week ago. Freezing weather is a bearish feature as to boll weevils, and the probable size of the next crop is leading to freer offerings of crude. Today ½c lb. lower is bid.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 10, 1932.—Crude cottonseed oil, 3¼c lb.; forty-one per cent protein cottonseed meal, \$12.50; loose cottonseed hulls, \$1.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 10, 1932.—Prime cottonseed oil, 2½@3c; forty-three per cent meal, \$14.00; hulls, \$5.00; mill run lint, .65@¾c.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., March 9, 1932.

There was a reaction in the cottonseed meal market today. Prices broke about 25c a ton in a very dull market. Trading was light. Developments in the past few days have been very disappointing. In spite of the extremely cold weather prevailing over the country, no demand has come into the market for actual meal.

During the morning April meal was offered by mills at \$12.50 basis Memphis, and was not purchased even at that price. Weakness prevailed in most markets today. The commodity markets and security markets were both weak. During the early trading in cotton seed meal there was some demand for September, which again sold as high as \$14.00, but toward the close \$13.75 was the best bid. The close of the market was easy, with more sellers than buyers.

The cotton seed market was inactive and prices are unchanged. Trading was light, and there was little incentive for trading on either side of the market.

HULL OIL MARKETS.

Hull, England, March 9, 1932.—(By Cable.)—Refined cottonseed oil, 24s 3d; Egyptian crude cottonseed oil, 22s.

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Chemists and Chemical
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FORT WORTH, TEXAS

Vegetable Oils

Methods of handling and processes of manufacture are described by an authority in a series of articles reprinted from the pages of THE NATIONAL PROVISIONER.

The list covers Cottonseed Oil (Filtration and Purification, Neutralizing or Refining, Agitation, Clarifying, Bleaching, Grading, Deodorizing), Vegetable Shortening and Compound (Deodorizing, Crystallizing, Packaging), Winter Oil (Graining, Pressing), Hydrogenating Cottonseed Oil, Refining Other Edible Vegetable Oils (Corn Oil, Peanut Oil, Coconut Oil), Manufacture of Margarine.

Copies of this series of articles may be obtained at 25c each upon application to Book Department, The National Provisioner, 407 So. Dearborn st., Chicago.

FRENCH MARGARINE DECREE.

Measures designed to prevent the selling of margarine as butter in France are included in a decree effective January 3, 1932, according to reports received at the U. S. Department of Agriculture. All containers for margarine must be marked clearly with that word or with "oleomargarine," and no trademarks or other designs suggesting dairy products may be displayed.

Foreign margarine must bear the word "imported," as well as the name and address of the importer or general sales agent. Shops or agencies handling butter and margarine are forbidden to maintain any machinery with which the two products might be mixed. The goods must be displayed with a prescribed space separating them. Shops that sell margarine exclusively are obliged to display signs to that effect.

SOY BEAN EXPORTS.

Exports of soy beans from Manchuria for the quarter ended December 31, 1931, were larger than anticipated, according to the U. S. Department of Agriculture. Europe and China were strong buyers of beans and bean oil. Japan bought bean cake heavily in early December.

Total exports from Manchuria for the quarter, in short tons, were as follows: beans, 865,000; bean cake 318,000; bean oil 42,000. This is slightly over one-fourth of the total available exports for the crop year. Prices have remained low, but have improved somewhat since reaching the low point in mid-December, when prices were at the lowest point in a considerable number of years.

WHALE OIL PRODUCTION.

The observation has been made that, according to preliminary reports and knowledge of the number of vessels in commission and operating in the Arctic fields, the production of whale oil during the 1931-32 season, ending in late March or April of this year, should not exceed 120,000 long tons, which is about 25 per cent of the production of last season.

COTTON OIL MARKET TRADING.

COTTONSEED OIL—Spot demand at New York was quiet, but store stocks continued very small. Southeast and Valley crude, 3¼c sales; Texas, 3c nominal.

Market transactions at New York:

Friday, March 4, 1932.

	Range—	Closing—
	Sales. High. Low. Bids. Asked	
Spot	435 a	446
Mar.	435 a	446
May	3 443 443	442 a 443
July	2 454 454	452 a 454
Aug.	453 a	459
Sept.	6 465 464	464 a
Oct.	462 a	470

Sales, including switches, 11 contracts. Southeast crude, 3¼c nominal.

Saturday, March 5, 1932.

Spot	400 a	450
Mar.	435 a	450
May	443 a	446
July	455 a	458
Aug.	457 a	462
Sept.	5 465 465	465 a
Oct.	465 a	467

Sales, including switches, 5 contracts. Southeast crude, 3¼c sales.

Monday, March 7, 1932.

Spot	430 a	440
Mar.	1 436 436	434 a 440
May	440 a	442
July	453 a	454
Aug.	455 a	463
Sept.	6 465 462	463 a 462
Oct.	465 a	466

Sales, including switches, 7 contracts. Southeast crude, 3¼c sales.

Tuesday, March 8, 1932.

Spot	400 a	440
Mar.	1 439 439	433 a 440
May	3 440 438	437 a 441
July	451 a	455
Aug.	450 a	460
Sept.	461 a	464
Oct.	1 465 465	463 a 466

Sales, including switches, 6 contracts. Southeast crude, 3¼c sales.

Wednesday, March 9, 1932.

Spot	400 a	440
Mar.	1 437 437	432 a 437
May	6 440 437	436 a 438
July	450 a	453
Aug.	450 a	460
Sept.	5 465 462	461 a 462
Oct.	2 469 469	462 a 466

Sales, including switches, 14 contracts. Southeast crude, 3¼c sales.

Thursday, March 10, 1932.

Spot	400 a	440
Mar.	430 a	445
May	435 a	438
July	450 a	453
Sept.	462 461	460 a 462

JAN. MARGARINE PRODUCTION.

Production of oleomargarine during January, 1932, as reported by margarine manufacturers to the U. S. Department of Agriculture, with comparisons, was as follows:

	Jan., 1932, Lbs.	Jan., 1931, Lbs.
Uncolored	19,282,815	23,787,239
Colored	398,981	814,888
Total	19,681,746	24,602,127

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Steady—Trade Featureless—Spot Month Relatively Firm—Cash Trade Moderate—Crude Holding—Lard Steadier—Weather Favorable.

There was little or no broadening in general interest in the cotton oil market the past week. As a result, prices held rather steady in a quiet trade. Commission house operations were again mixed and limited to small quantities. The market, as a result, paid little or no attention to routine conditions or the developments in allied quarters. Houses with western and southern connections were on both sides, but on small dips support was in evidence in the late months. This maintained values.

A helpful feature was the development of relative steadiness in the spot month under short covering and as a result of absence of tenders. Only three contracts deliveries were made, although a fair sized open interest was believed to exist in the March position. Switching operations comprised a fair portion of the trade. Longs in May showed a disposition to transfer to the later months.

The locals were doing little. On the other hand, there was no enlargement of pressure on the future market against seed or crude. A little selling developed at times. This was said to have come from smaller mills, but hedge pressure on the whole was conspicuous by its smallness.

Cash Demand Moderate.

The situation was without important change during the week. With the probabilities of oil statistics making a bearish showing, there was no disposition in any direction to increase commitments on either side. Cash demand was moderate and more or less routine. There were persistent complaints of limited trade in shortening, due to competition from pure lard. The crude markets held fairly steady. Lard maintained the recent levels, although making a limited response to betterment in hogs and a lighter hog run to market.

Wintry weather overspread the South

for the first time, temperatures getting quite low. There was snowfall in parts of the belt. While the weather checked field work to some extent the lower temperatures should prove beneficial in checking insect activities. There was little or nothing new in the run of news regarding the probable new acreage, and little or no aid from any pronounced strength in the major commodity markets.

For the past few weeks commodities have been displaying a more stabilized position, and the impression exists in not a few quarters that the worst has been witnessed and that a slow gradual recovery is in the making. In this connection, the sharp upturn in sterling exchange came in for much attention, in that it broadens the buying power of a large part of Europe. This should react favorably on commodities. Also, advices from Europe were more optimistic, not only on the financial situation but also on the political outlook.

Crude Oil Steady.

Cotton oil prices, however, continued to rule within striking distance of the season's low point. This is undoubtedly traceable to the comparatively large available stocks, the lack of speculative incentive and the general belief that consumption of oil from month to month will not broaden over that witnessed so far this season until there is a more normal spread between lard and oil.

A fairly good run of seed to market since the beginning of this month was reported in the South. Aside from a barely steady tone in crude oil at times, this was not reflected to any extent in the market. A fair volume of crude trading at $3\frac{1}{2}$ c was reported in the Southeast. In the Valley, sales were made at $3.20@3\frac{1}{4}$ c. In Texas, the market was 3 c nominal. The fact that crude buyers continue to absorb supplies around these levels was a helpful influence to the future market.

For some time there have been fears that hedge pressure against the large visible holdings would increase as the season progressed, but it continues quite evident that the stocks are in strong hands. However, there is a feeling that

as the new season approaches, there may be more of a tendency to put out hedges against holdings. This serves to keep professional sentiment bearish for the long pull. It is difficult at this time to calculate upon any great change in the position of edible fats sufficient to give cotton oil independent action. As a result the market remains dependent upon developments in allied quarters pending the new crop developments.

COCOANUT OIL—While the market eased somewhat from the previous week and trade was quieter, the undertone was quite steady at the lower levels. There was less pressure in evidence. At New York, tanks were quoted at $3\frac{1}{2}$ c, while at the Pacific Coast tanks were quoted at $3\frac{1}{2}$ c. Advices to the U. S. Department of Commerce from Manila said the copra market was steady, production small and only three mills operating.

CORN OIL—A quiet but very steady market was reported in this quarter. Tanks, f.o.b. Chicago, $3\frac{1}{2}$ c asked; the middle west, $3\frac{1}{2}$ c.

SOYA BEAN OIL—Demand was fair. At New York, the market was quoted around $3\frac{1}{2}$ c. Sellers' tanks, f.o.b. western mills, were quoted at 3 c.

PALM OIL—There was little or no activity in this market, but prices were steadily held. At New York, spot Nigre was quoted at $3\frac{1}{2}$ c; shipment, $3.10@3.15$ c; spot Lagos, 4 c; shipment Lagos, $3\frac{1}{2}$ c; $12\frac{1}{2}$ per cent acid for shipment, $3\frac{1}{2}$ c; 20 per cent softs, 3.45 c; Benin and Port Harcourt, 3.30 c.

PALM KERNEL OIL—Demand was quieter, and the market was somewhat easier. Shipment oil at New York was quoted at 3.95 c.

OLIVE OIL—Activity was less in evidence, but the undertone remained quite steady. Cabled offerings were well held. At New York, all positions were quoted at $4\frac{1}{2}$ @ 5 c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Demand was fair, and the market was steady at $3\frac{1}{2}$ c buyers' tanks f.o.b. southern mills.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steadier and trade moderate, mixed hedge pressure checking the lard bulges. Hogs were stronger at a top of \$5.10. This is the best level in four months. Run was moderate; cash trade fair; speculative buying limited.

Cottonseed Oil.

Cotton oil is quiet and steady, with some evening up for government report. March tenders readily taken. Crude steady; Southeast and Valley, 3½¢ lb.; Texas, nominal. Weather South continued cold.

Quotations on bleachable cottonseed oil at New York Thursday noon were: Mar., \$4.25@4.32; May, \$4.33@4.36; July, \$4.49@4.50; Aug., \$4.50@4.55; Sept., \$4.58@4.60; Oct., \$4.60@4.63.

Quotations on prime summer yellow: Mar., \$4.25@4.35; May, \$4.15@4.36; July, \$4.30@4.50; Aug., \$4.30@4.50; Sept., \$4.40@4.56; Oct., \$4.40@4.62.

Tallow.

Tallow, extra, 2½¢.

Stearine.

Stearine, 4½¢.

Friday's Lard Markets.

New York, March 11, 1932.—Lard, prime western, \$4.35@4.45; middle, western, \$5.25@5.35; city, 5½¢; refined continent, 5½¢; South American, 5½¢; Brazil kegs, 6½¢; compound 6¼@6½¢.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, March 11, 1932.—Lard buying out of consigned stocks has been good and there is a fair demand for pure refined lard on c.i.f. terms. General market quiet. Slow demand for hams, picnics and square shoulders very quiet.

Friday's prices were as follows: Hams, American cut, 68s; hams, long cut, 74s; shoulders, square, none; picnics, none; short backs, 64s; bellies, clear, 52s; Canadian, 54s; Cumberlands, 46s; Wiltshires, none; spot lard, 42s 3d.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed practically no change in demand, according to cabled reports to the U. S. Department of Commerce for the week ended March 5, 1932. Prices remain the same as last week excepting prime steam lard which was quoted at \$13.125 per 100 kilos. Receipts of lard for the week were 1,117 metric tons, 75 metric tons of which came from Denmark.

Arrivals of hogs at 20 of Germany's most important markets were 82,000, at a top Berlin price of 9.30¢ a lb., compared with 90,000 at 11.67¢ a lb., for the same week of last year.

The Rotterdam market was dull, and demand was very poor. Prices steady. Vegetable oil buyers holding off. Prices per 100 kilos: extra neutral lard, \$15.60; prime oleo oil, \$13.60; extra oleo stock, \$15.00 and refined lard, \$13.60.

The market at Liverpool showed little alteration. Stocks were light and prices steady.

The total of pigs bought in Ireland for bacon curing was 15,800 for the week as compared with 16,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending March 2 was 149,400, as compared with 115,000 for the corresponding week of last year.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 10, 1932, show exports from that country were as follows: To the United Kingdom, 38,787 quarters; to the Continent, 14,751 quarters. Exports previous week were as follows: To England, 155,844 quarters; to the Continent, 9,145 quarters.

LIVERPOOL PROVISION STOCKS.

On hand on March 1, 1932, with comparisons, estimated by Liverpool Trade Association:

	Mar. 1, 1932	Feb. 1, 1932	Mar. 1, 1931
Bacon, lbs.	1,720,880	388,824	3,243,312
Hams, lbs.	812,560	417,648	1,813,330
Shoulders, lbs.	31,920	7,616	64,400
Lard, steam, tons	2,850	255	379
Lard, refined, tons	3,427	746	747

BRITISH PROVISION IMPORTS.

Liverpool provision imports during February, 1932, reported by Liverpool Provision Trade Association:

	Feb. 1932
Bacon, including shoulders, lbs.	3,024,086
Hams, lbs.	2,578,333
Lard, tons	6,787

Approximate weekly consumption ex Liverpool stocks for months given:

	Bacon, lbs.	Hams, lbs.	Lard, tons.
February, 1932	572,066	527,072	860
January, 1932	144,480	519,792	360
February, 1931	487,312	486,080	540

CANADIAN MEAT IMPORTS.

Meat imports into Canada during January, 1932, with comparisons:

	January, 1932, lbs.	January, 1931, lbs.
Beef	4,968	35,347
Bacon and hams	877	12,000
Pork	7,898	346,946
Mutton and lamb	77,098	10,917
Lard	352	10,122
Lard compound	244	184,136

Imports from the United States:

	January, 1932, lbs.	January, 1931, lbs.
Beef	4,968	18,120
Bacon and hams	877	5,802
Pork	7,898	346,946
Mutton and lamb	1,131	1,544
Lard	352	1,425
Lard compound	244	184,136

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 10, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$12.00@15.00		\$12.00@14.00	
Good	10.00@12.00		11.00@12.00	
Medium	9.00@10.00			
STEERS (550-700 lbs.):				
Choice	12.00@15.00		12.00@14.00	\$12.50@14.00
Good	10.00@12.00		11.00@12.00	11.00@12.00
STEERS (700 lbs. up):				
Choice	11.50@14.50	\$12.50@13.50	12.00@14.50	12.50@14.00
Good	10.00@11.00	11.00@12.50	11.00@12.50	11.00@12.00
STEERS (500 lbs. up):				
Choice	9.00@10.00	10.00@11.00	10.00@11.00	10.00@11.00
Medium	8.00@9.00	8.50@10.00	9.00@10.00	
COWS:				
Good	8.00@9.00	8.50@9.00	8.50@9.50	8.50@9.00
Medium	7.00@8.00	7.50@8.50	7.50@8.50	7.50@8.00
Common	6.00@7.00	7.00@7.50	7.00@7.50	7.00@7.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	12.00@13.00	11.00@13.00	14.00@16.00	13.00@14.00
Good	11.00@12.00	9.00@11.00	12.00@14.00	11.00@12.00
Medium	9.00@11.00	7.00@9.00	10.00@12.00	9.00@10.00
Common	7.00@9.00	6.00@7.00	8.00@10.00	8.00@9.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	16.00@17.00	15.50@16.50	17.50@18.00	17.00@18.00
Good	15.00@16.50	15.00@16.00	17.00@17.50	16.50@17.50
Medium	14.00@15.00	14.00@15.00	16.00@17.00	15.00@16.00
Common	12.00@14.00	12.50@14.00	15.00@16.00	
LAMB (39-45 lbs.):				
Choice	16.00@17.00	15.50@16.50	17.00@17.50	17.00@18.00
Good	15.00@16.50	15.00@16.00	17.00@17.50	16.50@17.50
Medium	14.00@15.00	14.00@15.00	16.00@17.00	15.00@16.00
Common	12.00@14.00	12.50@14.00	15.00@16.00	
LAMB (46-55 lbs.):				
Choice	15.00@16.00	14.50@16.00	16.00@16.50	16.00@16.50
Good	14.00@15.00	14.00@15.50	15.50@16.00	15.50@16.00
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@10.00	9.00@10.00	9.00@10.00	9.00@10.00
Medium	8.00@9.00	8.00@9.00	8.00@9.00	8.00@9.00
Common	7.00@8.00	7.00@8.00	7.00@8.00	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	14.00@15.00	13.00@14.00	13.00@14.00	14.00@15.00
10-12 lbs. av.	14.00@15.00	13.00@14.00	13.00@14.00	14.00@15.00
12-15 lbs. av.	12.50@13.50	12.50@13.00	12.00@13.00	13.00@14.00
16-22 lbs. av.	11.00@12.00	10.00@11.50	10.00@11.50	12.00@13.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	7.50@8.50		7.00@9.00	9.00@10.00
PICNICS:				
6-8 lbs. av.		7.00@7.50		
BUTTS, Boston Style:				
4-8 lbs. av.	8.50@9.50		8.00@10.00	10.00@11.00
SPARE RIBS:				
Half Sheets	7.00@9.00			
TRIMMINGS:				
Regular	5.00@5.50			
Lean	7.00@8.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.

A Page for the Packer Salesman

Giving Aid to Retailers When Done Systematically It Is a Good Volume Builder

Modern methods of meat merchandising demand that the packer salesman take more than passing interest in the success of his customers. On the volume of meats they pass on to consumers depends the tonnage the salesman will sell.

Aiding retailers to get their stores up-to-date and to adopt better methods of display and selling is sometimes a thankless job, as not all dealers receive suggestions kindly. Most of them, however, gladly receive ideas that enable them to increase volume and profits.

The salesman's job is to sell meats profitably. He who takes advantage of every opportunity to make sales and build tonnage will get further than the one who is content to take the business that is easiest to get.

Editor THE NATIONAL PROVISIONER:

I have been very much interested in the letters from packer salesmen published from time to time in THE NATIONAL PROVISIONER on the various means used to influence retail meat dealers to improve methods and increase volume of sales.

How Salesman Can Help.

I long have had the opinion that this is one of the most constructive things a packer salesman can do. He can sell only as much product as the retailers move out over their scales, and when he helps a retailer secure more business he enlarges his possibilities.

More salesmen, I think, are coming to accept the idea that efforts along this line are profitable. The retailer often has little contact with others in the same line. Frequently he does not subscribe to any business papers from which he can get helpful suggestions on store layout and business building methods, and his efforts along these lines are often confined to his own ideas.

The packer salesman, on the other hand, has wide contacts. He is in touch with a great many retailers, and if he is observing and makes an effort to learn, he soon has more knowledge on retail meat merchandising than most of his customers. The good ideas he picks up in one store are often just what the other fellow is looking for.

As in most things the packer salesman undertakes, he will get further in

aiding customers increase volume when he works out a program on a systematic basis. Early in my experience on the road I conceived the idea that to do what might be called retail development work with best results required some method by which each customer could be rated and his progress definitely determined.

How Records Are Made.

Such information serves two purposes:

1—It enables the salesman to separate the retailers into two classes—those progressive ones who are responsive to ideas and suggestions and those who are not. Eventually, by consulting his records, the salesman learns those customers on whom it does not pay to spend time trying to get them to help themselves.

2—Having the information on the progress he is making in inducing customers to modernize and adopt up-to-date ideas makes the work the salesman is doing more interesting and provides the incentive to continue it.

Probably any method for rating retailers the salesman might adopt must be more or less arbitrary and based entirely on the salesman's ideas. It makes little difference, however, as long as it permits of a comparison from one period to another.

In my case I use cards on which the following information is printed: Location, market, personnel, management,

goods display, advertising, salesmanship, improvement possibilities, general average, competitive factor, business possibilities. I have one card for each customer, and a rating on each of these subjects is given in each case. These ratings are changed as conditions warrant.

Keeps Track of Results.

One card taken at random from the file shows the following ratings: Location, 80 per cent; market, 80 per cent; personnel, 47 per cent; management, 45 per cent; goods display, 40 per cent; advertising, 12 per cent; salesmanship, 30 per cent; improvement possibilities, 50 per cent; general average, 48 per cent; competitive factor, 12 per cent; business possibilities, 36 per cent.

This card shows improvement in the store in a number of directions during the past six months, largely as a result of my suggestions, but it will be noted that there is still room for considerable betterment along a number of lines. This retailer is responsive to suggestions, however, and I have no doubts but that his card of six months from now will show up much better. It is interesting to note also that his purchases from me have increased as he has made improvements in his store and his methods.

In using this system on retailers the store should be graded upon all of these points generally and not in terms of the product sold. From the general average is subtracted the competitive factor, which is a figure representing both internal and external competition. The result is taken to represent the business possibilities.

Yours very truly,

PACKER SALESMAN.

FLOODS DON'T STOP THEM.

The persistence of meat salesmen in rural sections of the South during recent flood conditions was well illustrated in the following incident reported by the Memphis, Tenn., branch of John Morrell & Co.

Salesman Noblin, working in Mississippi and Alabama, planned to arrive at the branch early one Saturday morning. He left his headquarters in plenty of time to make the trip on time, but was detoured first one way and then the other. Finally he had to stop at New Albany, Miss., to pick up the Morrell salesman there for a guide. The two finally arrived in Memphis late Saturday afternoon. But they did get through, and eventually got back home as well.

Salesman Thorpe, also of the Memphis branch, found it necessary to tie up several times because of high water in the Mississippi delta area, but managed to keep the orders coming to the branch office during that period.

The Price Cutter

A Western packer recently distributed the following editorial from THE NATIONAL PROVISIONER to all his salesmen:

The price cutter is worse than a criminal. He is a fool. He not only pulls down his competitors; he pulls down himself and his whole trade. He scuttles the ship in which he, himself, is afloat.

Nothing is so easy as to cut prices, and nothing is so hard as to get them back once they have been pulled down.

Any child can throw a glass of water on the floor but all the wisest scientists in the world can't pick the water up.

Who gets the benefit of price cutting? Nobody.

The man who sells makes no net profit, and the man who buys soon finds himself getting an inferior article.

No manufacturer or trader can permanently keep up the standard of his goods if the price is persistently cut. Pretty soon he is compelled to use cheaper materials and to cut down the wages of his workers.

The man who cuts prices puts up the sign, "This way to the junk heap."

Price cutting, in fact, is not business any more than smallpox is health.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., March 10, 1932.

CATTLE—Compared with week ago: Fed steers and yearlings, 25@50c higher, market on better grades closing with part of early sharp advance lost on kinds of value to sell at \$6.00 upward; common steers held up, selling actively. Killing quality improved, proportion good to choice steers and yearlings being larger; common kinds scarce. Receipts were smaller, this decrease providing a tonic effect to live prices; colder weather and improvement in fresh pork were also stimulating factors. It was largely a \$5.50@7.75 steer market; extreme top medium weights, \$8.90; yearlings, \$8.75; heavies, \$8.65; she stock, mostly 50@75c higher on light heifer and mixed yearling, 50c higher on beef cows and strong to 25c higher on cutters; bulls, 50@75c higher; vealers, unevenly \$2.00@3.00 higher.

HOGS—Compared with one week ago: Market 35@50c higher, lighter weights up most; pigs, 75c@1.00 higher; packing sows, 35@40c up. Light receipts and stimulated fresh pork markets main bullish factors; shipper purchases and direct receipts light; today's top \$5.00, highest since November 13. Late bulk 170 to 210 lbs., \$4.85@4.95; 220 to 250 lbs., \$4.60@4.80; 260 to 340 lbs., \$4.40@4.60; 140 to 160 lbs., \$4.75@4.95; pigs, \$4.25@4.65; packing sows, \$3.85@4.10.

SHEEP—Compared with week ago: Fat lambs, \$1.00@1.25 higher, advancing consistently during the period; other killing classes about 50c higher. Near zero weather apparently helped dressed markets and tended to hold back large receipts. Today's bulks follow: Better grade lambs, \$7.00@7.50; few, \$7.60@7.75, latter price highest since October, 1931; choice 95-lb. Colorados, \$7.50; unfinished lambs, \$6.25@6.75; throwouts, \$5.50@6.00; fat ewes, \$3.50@4.00; best, \$4.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., March 10, 1932.

CATTLE—Lighter receipts at most points, coupled with an improved dressed beef demand in the East, were

responsible for a prevailing stronger feeling in the fed steer trade, and values are 25@50c higher than a week ago. Most of the advance was registered on good heavy steers suitable for shipping and on the lower grades of all weights selling under \$6.00. The week's top reached \$8.25 on strictly choice calf club yearlings scaling 874 lbs. Best weighty steers brought \$8.00, while the bulk of the fed offerings cleared from \$5.00@7.25, with plain dogies down to \$4.25. Light yearlings, fat she stock and bulls met a good demand and closed at 25@50c higher levels. Vealers advanced \$1.00@1.50; choice kinds, \$7.50.

HOGS—Curtailed supplies at all the larger markets reflected a stronger undertone in the hog market, and substantial price advance has been recorded. Final values are 40@50c higher than last Thursday, with the late top reaching \$4.50, which equals the year's high mark established January 1. The recent upturn in prices is very encouraging to the trade, and the general opinion is that values will gradually work toward higher levels the next few weeks. On the close most 170- to 240-lb. weights sold from \$4.40@4.50, while 250- to 325-lb. weights went from \$4.20@4.40. Packing sows are around 25c higher at \$3.35@3.75.

SHEEP—Fat lambs were in broad demand on late days, and although trading was slow, rather sharp advances in prices have been registered. Closing levels are 75c@1.00 over a week ago, with choice Colorado lambs selling up to \$7.25 at the finish, a new high level for the season. Most of the late arrivals cleared from \$6.85@7.25. Mature sheep have been scarce and values are steady; fat ewes, \$3.40 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., March 10, 1932.

CATTLE—Prices for fed steers and yearlings advanced steadily the first half of the week, but although slow on closing days most of the early strength was retained. The week's upturn measures mostly 25@50c, the better grades showing the minimum advance, while common to medium light offerings are fully 50c up, with instances 75c higher. Heifers advanced 50@75c;

cows, 25@50c; bulls, fully 25c. Vealers held fully steady. Steers averaging 1,400 lbs. earned \$7.50; light steers, \$7.60; medium weights and 1,304-lb. weights, \$7.75.

HOGS—Curtailed in supplies at leading Eastern market centers and moderate supplies locally resulted in a substantial advance that carried prices to the highest level for the year to date. Comparisons Thursday with Thursday show prices 45@50c higher; packing sows, 20@25c up. Thursday's top reached \$4.50, paid for choice 180- to 200-lb. averages, with the following bulks: Good and choice 160 to 250 lbs., \$4.25@4.40; 250 to 350 lbs., \$4.10@4.35; 140 to 160 lbs., \$4.10@4.35; packing sows, \$3.60@3.70; pigs, \$3.00@3.50.

SHEEP—Low temperatures resulted in more lamb consumption and, with prices advancing in the dressed lamb trade, this improvement was reflected in the orders for slaughter lambs at all leading centers. Values on both lambs and matured sheep showed a net upturn of 75c@1.00, making comparisons Thursday with Thursday. Bulk good and choice fed woolled lambs on Thursday sold \$6.60@6.85; top, \$7.00. Good and choice ewes, \$3.00@4.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. Paul, Minn., March 9, 1932.

CATTLE—Uneven advances have developed on all livestock this week as a result of the meager runs. Slaughter cattle are unevenly 25@50c higher, bulk steers going at \$4.50@6.00; better grades, to \$6.35; beef cows, \$2.75@3.50; butcher heifers, \$3.75@4.75; cutters, \$1.75@2.25; medium grade bulls, \$2.50@2.75. Vealers, on a \$2.00 or more advance, centered at \$5.00@7.50.

HOGS—In the hog house, prices are at a new high for the year and from 40@50c higher on lights and butchers and 10@25c higher on packing sows for the week. Better 160- to 240-lb. weights today sold at \$4.20@4.40; sorted 180- to 210-lb. averages, sparingly to shippers, \$4.45. Desirable 240- to 325-lb. butchers sold at \$3.85@4.20; pigs, mostly 3.25@4.00; packing sows, 2.25 to mostly \$3.50.

SHEEP—Fat lamb values are on the average 50c higher for the week, with a \$7.00 peak paid late today for choice fed lambs by packers. Medium grade lambs turned at \$5.25@5.75; throwouts, \$4.00@4.50. Ewes, \$3.25@3.50.

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ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., March 10, 1932.

CATTLE—Compared with week ago: Steers sold mostly 50c higher; mixed yearlings and heifers, 50¢ to 75¢ higher; cow stuff and bulls, 25¢ higher; vealers, \$1.75 higher. Top matured steers of 1,375 and 1,187 lbs. average scored \$7.10, with best yearling steers \$6.85. Bulk all steers sold at \$4.50@6.65, with most good steers \$6.25@6.85. Top heifers brought \$6.50, and best mixed yearlings \$6.25, with most good mixed yearlings and heifers \$5.50@6.15, and medium fleshed mixed and heifers, \$4.50@5.00. Beef cows went largely at \$2.75@3.50; top, \$4.25; low cutters, \$1.50@2.00. Best vealers closed at \$9.00, while top sausage bulls claimed \$3.25.

HOGS—Advances totaling 40¢ to 60¢ were registered in swine trade this week as dressed pork appreciated and marketings declined. Top price reached \$4.95 Thursday, with bulk 140- to 250-lb. \$4.65@4.90; sows, \$3.50@3.75.

SHEEP—Fat lamb values scored upturns of \$1.00@1.25 during the week, city butchers paying up to \$7.75 for choice woolled lambs, bulk finished at \$7.00@7.50. Clipped lambs sold up to \$7.00, with bulk \$6.00@6.50. Fat ewes finished at \$3.00 mostly.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., March 10, 1932.

CATTLE—Steers and yearlings gained 25¢ to 50¢ this week, with plainer kinds up most. Good to choice 1,292-lb. steers brought \$7.75, yearlings stopped at \$7.25, and short feds bulked at \$5.00@6.50. Fat she stock ruled 25¢ to 50¢ higher, with heifers in broadest demand. Choice heifers reached \$6.50, and numerous cars turned at \$4.50@5.75. Beef cows sold freely at \$3.00@4.00. Bulls advanced 25¢, and medium grades sold up to \$3.00. Vealers showed firmness, and best made \$6.50.

HOGS—Rising markets on most days sent values 40¢ higher; sows, 15¢ to 25¢ up; pigs fully 50¢ higher than a week earlier. Top lights brought \$4.45, or the highest since November last year. The late bulk of 140 to 350 lbs. earned \$4.10@4.40, and sows mainly \$3.50@3.60. Slaughter pigs brought \$3.00@3.75.

SHEEP—Continued generally light receipts, plus stronger dressed markets, forced prices 60¢ to 75¢ higher for fat lambs the current week. The late bulk of good to choice slaughter offerings made \$6.75@6.90; top, \$6.90. Aged sheep remained scarce, nominally unchanged. Fat ewes quotable up to \$3.25.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., March 10, 1932.

CATTLE—Although demand appeared to taper off today, particularly on steers selling above \$6.00, the week's trade shows consistent strength. Common to medium steers and yearlings found best outlet and are 50¢ to 75¢ higher, with all light yearlings, including mixed and heifers, sharing this upturn. Other steers and long yearlings

show 25¢ to 50¢ higher, which advance applies also to most cows and weighty heifers. Cutter grades of cows and bulls are steady to strong; vealers and calves, 50¢ to \$1.00 higher. Near choice 1,425-lb. steers brought \$7.50 as week's top, with fully 90 per cent of the run of steers \$5.00@6.75; light and mixed yearlings, including heifers, mostly \$4.25@6.00, with \$6.00 paid for two loads good to choice 556-lb. heifers. Top cows brought \$4.50; bulk, \$2.50@3.75; top vealers, \$7.50; calves, mostly \$3.50@5.00.

HOGS—Hogs ascended without interruption all week, and top today at \$4.50 marked the highest since before Thanksgiving. Small receipts and the sharp rise in fresh pork values were the factors of strength. Butcher hogs are 50¢ higher than this time last week, and sows 20¢ to 30¢ higher; bulk offerings, 160 to 260 lbs. today, \$4.35@4.50; 270 to 300 lbs., \$4.15@4.30; sows, up to \$3.65; bulk, \$3.40@3.50.

SHEEP—Lambs also made a steady rise and are now \$1.00 higher than this stage last week. The advance exceeded most expectations when the top reached \$7.25 today, with bulk of lambs at the price and some 96-lb. lambs at \$7.00.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 5, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 5.....	154,000	526,000	321,000
Previous week	169,000	656,000	363,000
1931	157,000	494,000	345,000
1930	199,000	551,000	376,000
1929	168,000	683,000	307,000
1928	181,000	870,000	297,000

Hogs at 11 markets:

Week ended Mar. 5.....	436,000
Previous week	501,000
1931	427,000
1930	486,000
1929	589,000
1928	700,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Mar. 5.....	116,000	371,000	211,000
Previous week	132,000	501,000	261,000
1931	120,000	377,000	270,000
1930	143,000	424,000	281,000
1929	130,000	530,000	224,000
1928	120,000	661,000	230,000

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., March 10, 1932.

Extremely low temperatures curtailed receipts of hogs at 21 concentration yards and 7 packing plants in Iowa and Minnesota and current quotations are 35¢ to 40¢ higher for the week. Late bulk of 180 to 220 lbs., \$4.10@4.40; 230- to 260-lb. weights, \$4.00@4.25; 270- to 300-lb. averages, \$3.85@4.15; packing sows, mostly \$3.25@3.70.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for the week ended March 10:

	This week.	Last week.
Friday, March 4.....	19,400	25,500
Saturday, March 5.....	17,300	24,200
Monday, March 7.....	31,800	60,000
Tuesday, March 8.....	16,900	19,400
Wednesday, March 9.....	18,500	14,100
Thursday, March 10.....	18,500	12,800

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor fills.

1931 LIVESTOCK YEAR BOOK.

Statistics of livestock movements at Chicago and the principal outside markets, as well as a vast amount of information as to price, weights, slaughters and many other phases of livestock marketing and slaughter are included in the 1931 Year Book of Figures published by the Chicago Daily Drovers Journal.

The 109 pages of the book are packed full of statistics. In addition to figures for livestock and for Chicago and outside packing, there are statistics of grain, provisions and produce and many miscellaneous tables not only for 1931 but for a period of years, some of which date back to 1878, all allied with livestock and meat packing. The book is a valuable handbook for those making a study of any phase of the livestock and meat industry. It can be obtained for 50 cents.

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LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during February, 1932, compared with those of the previous month and of February, 1931, are reported as follows by the U. S. Bureau of Agricultural Economics:

SLAUGHTER CATTLE AND VEALERS.

	Feb., 1932.	Jan., 1932.	Feb., 1931.
Steers, 900-1,100 lbs.:			
Choice	\$ 9.21	\$10.70	\$11.32
Good	7.54	8.70	9.78
Medium	6.14	6.13	7.97
Common	4.70	4.48	6.06
Steers, 1,100-1,300 lbs.:			
Choice	9.22	10.50	11.43
Good	7.92	8.57	9.92
Steers, 1,300-1,500 lbs.:			
Choice	9.22	10.48	11.40
Good	7.92	8.58	9.92
Heifers, 550-850 lbs.:			
Choice	6.55	7.12	9.03
Good	5.70	6.10	7.03
Medium	4.82	5.05	6.34
Cows:			
Choice	4.18	4.63	5.95
Good	3.54	4.03	4.98
Com. and Med.	2.89	3.34	4.04
Vealers (Milk-fed):			
Good and ch.	7.52	7.56	9.36
Medium	6.27	6.16	7.65

HOGS.

Light weight:			
160-180 lbs., Good & ch.	4.10	4.18	7.66
180-200 lbs., Good & ch.	4.15	4.22	7.64

Medium weight:

200-220 lbs., Good & ch.	4.10	4.14	7.46
220-250 lbs., Good & ch.	3.96	4.03	7.14

Heavy weight:

250-280 lbs., Good & ch.	3.81	3.92	6.81
280-350 lbs., Good & ch.	3.70	3.82	6.58

Packing sows (275-500 lbs.):

Medium and good	3.39	3.40	5.95
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Packer and shipper purchases:

Average weight, lbs.	233	230	237
Average cost	\$ 3.89	\$ 4.00	\$ 7.06

SLAUGHTER SHEEP AND LAMBS.

Lambs:			
90 lbs. down, Gd. & ch.	6.48	6.16	8.59
90 lbs. down, medium	5.56	5.18	7.60
Ewes:			
90-120 lbs., Med.-ch.	3.33	2.90	4.32
120-150 lbs., Med.-ch.	2.95	2.48	3.95

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for January, 1932, with comparisons, by the U. S. Bureau of Agricultural Economics:

	1932.	1931.	1932.	1931.
Per	Per	Per	Per	Per
Ave., 100 Ave.	100 Ave.	100 Ave.	100 Ave.	100 Ave.
Lbs. Lbs.	Lbs. Lbs.	Lbs. Lbs.	Lbs. Lbs.	Lbs. Lbs.
CHICAGO.	EAST ST. LOUIS.	KANSAS CITY.	OMAHA.	ST. PAUL.
Jan. .. 230 \$4.00	235 \$7.05	223 \$4.07	213 \$7.84	
Jan. .. 241 \$3.75	236 \$7.44	230 \$3.62	250 \$7.33	
Jan. .. 209 \$3.70	237 \$7.30	218 \$4.38	211 \$7.72	

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Mar. 10, 1932:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-180 lbs.) gd.-ch.	\$ 4.65@5.00	\$ 4.50@4.85	\$ 4.10@4.35	\$ 4.00@4.35	\$ 4.25@4.60
Lt. wt. (160-180 lbs.) gd.-ch.	4.80@5.00	4.75@4.95	4.25@4.50	4.15@4.50	4.50@4.60
(180-200 lbs.) gd.-ch.	4.85@5.00	4.85@4.95	4.25@4.50	4.35@4.50	4.50@4.60
Med. wt. (200-220 lbs.) gd.-ch.	4.75@4.95	4.80@4.90	4.25@4.50	4.35@4.50	4.50@4.60
(220-250 lbs.) gd.-ch.	4.55@4.90	4.90@4.95	4.25@4.40	4.35@4.50	4.25@4.50
Hvy. wt. (250-280 lbs.) gd.-ch.	4.40@4.65	4.50@4.70	4.20@4.35	4.15@4.40	4.10@4.40
(280-350 lbs.) gd.-ch.	4.30@4.50	4.35@4.60	4.10@4.25	4.00@4.30	3.90@4.25
Pkg. sows (275-500 lbs.) med.-ch.	3.85@4.15	3.50@3.85	3.60@3.70	3.35@3.75	3.40@3.60
Str. pigs (100-130 lbs.) gd.-ch.	4.25@4.75	4.00@4.50	3.25@3.85	3.25@3.85	3.75@4.25
Av. cost & wt. Thurs. (pigs excl.)	4.53-243 lbs.	4.54-238 lbs.	4.15-235 lbs.	4.18-240 lbs.	

Slaughter Cattle and Calves:

STEERS (900-900 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.75@8.75	7.75@8.80	7.50@8.50	7.75@8.50	7.75@8.75
Good	6.50@7.75	6.00@7.75	6.50@7.50	6.00@7.75	6.50@7.75
Medium	5.50@6.50	4.75@6.25	5.25@6.50	5.00@6.00	4.75@6.50
Common	4.25@5.50	4.00@4.75	4.00@5.25	3.75@5.00	3.50@4.75

STEERS (900-1,100 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.75@8.75	7.75@8.50	7.50@8.50	7.75@8.50	7.75@8.75
Good	6.75@8.00	6.25@8.00	6.50@7.50	6.50@7.75	6.50@7.75
Medium	5.75@6.75	4.75@6.50	5.25@6.50	5.00@6.00	4.75@6.50
Common	4.75@5.75	4.00@4.75	4.00@5.25	3.75@5.00	3.50@4.75

STEERS (1,100-1,300 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	8.00@8.75	8.00@8.75	7.50@8.50	7.75@8.75	8.00@9.00
Good	7.00@8.00	6.50@8.00	6.50@7.50	6.25@8.00	6.50@8.00
Medium	6.25@7.00	4.75@6.50	5.25@6.50	5.00@6.25	4.75@6.50

STEERS (1,300-1,500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	8.00@8.00	8.00@9.00	7.50@8.50	8.00@8.75	8.00@9.00
Good	7.00@8.25	6.50@8.00	6.50@7.50	6.25@8.00	6.50@8.00

HEIFERS (550-850 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	6.75@7.50	6.25@7.00	6.25@6.75	6.25@7.00	5.50@6.75
Good	6.00@6.75	5.50@6.25	5.50@6.25	5.25@6.50	4.75@5.50
Medium	5.25@6.00	4.50@5.50	4.75@5.50	4.25@5.25	4.00@4.75
Common	4.00@5.25	4.00@4.50	3.50@4.75	3.50@4.25	3.25@4.00

COWS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	4.25@5.00	3.75@4.25	4.25@4.75	4.00@4.50	4.10@4.50
Good	3.50@4.25	3.25@3.75	3.50@4.25	3.50@4.00	3.25@4.10
Com-med.	3.00@3.50	2.75@3.25	2.75@3.50	2.75@3.50	2.75@3.50
Low cutter and cutter	2.00@3.00	1.50@2.75	1.50@2.75	1.50@2.75	1.50@2.75

BULLS (YRLS. EX. BEEF):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	3.00@3.75	3.25@3.75	2.75@3.75	3.00@3.50	2.75@3.50
Cut-med.	3.00@3.75	2.25@3.25	2.25@3.00	2.25@3.00	2.25@3.00

VEALERS (MILK-FED):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	7.00@9.00	7.50@9.00	5.50@7.00	6.00@7.50	8.00@8.00
Medium	5.50@7.50	5.00@7.50	4.50@6.00	4.50@6.00	4.00@6.00
Cul-com.	4.00@5.50	3.00@5.00	2.50@4.50	3.00@4.50	3.00@4.00

CALVES (250-500 LBS.):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	5.00@6.00	4.50@6.00	4.00@5.50	4.75@6.00	3.50@5.00
Om-med.	3.00@5.00	3.00@4.50	2.50@4.00	3.00@4.75	2.50@4.50

Slaughter Sheep and Lambs.	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
LAMBS:					
(90 lbs. down) Gd.-ch.	7.00@7.75	6.50@7.75	6.50@7.00	6.25@7.25	6.00@7.00
Medium	6.25@7.00	5.50@7.50	5.25@6.50	5.25@6.25	5.00@6.00
(91-100 lbs.) Med.-ch.	6.00@7.50	5.25@7.50	4.50@5.50	4.00@5.25	4.00@5.00
(All weights) Common	5.00@6.25	4.00@5.50	4.50@5.25	4.00@5.25	4.00@5.00

YEARLING WETHERS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-110 lbs.) Med.-ch.	4.75@6.00	3.75@5.50	4.50@5.25	4.00@5.50	3.50@5.00
EWEES:					
(90-120 lbs.) Med.-ch.	3.50@4.50	2.25@3.25	2.75@4.00	2.50@3.40	2.50@3.50
(120-150 lbs.) Med.-ch.	3.00@4.25	2.00@3.00	2.50@3.25	2.25@3.25	2.00@3.00
(All weights) Cul-com.	1.75@3.50	1.00@2.25	1.50@2.75	1.50@2.50	1.00@2.50

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered during the year, 1931, based on reports from packers representing nearly 75 per cent of the total federal inspected slaughter, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle				Hogs			Sheep and lambs	
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs and yearlings	Sheep	
1930	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	
Jan.	46.39	50.04	3.57	52.21	47.27	52	91.70	8.30	
Feb.	47.68	48.59	3.73	53.54	46.04	42	93.21	6.79	
Mar.	51.49	45.28	3.28	52.37	47.01	62	95.16	4.84	
Apr.	53.17	43.03	3.80	49.13	50.00	87	95.30	4.70	
May	56.02	40.14	3.84	47.85	51.49	69	93.22	6.78	
June	54.50	40.88	4.56	48.43	55.88	69	92.80	7.20	
July	57.94	38.39	3.97	38.83	60.48	69	95.42	4.88	
Aug.	57.49	38.17	4.34	35.33	64.12	55	94.92	5.12	
Sept.	52.59	43.63	3.78	40.13	59.38	51	93.70	6.30	
Oct.	47.92	48.47	3.61	46.47	52.89	64	94.69	5.31	
Nov.	43.11	48.35	3.54	49.55	49.95	50	93.81	6.19	
Dec.	48.82	47.48	3.70	52.70	48.91	53	92.77	7.23	
Av.	51.84	44.38	3.78	47.65	51.77	58	93.94	6.06	
1931.									
Jan.	50.83	45.81	3.26	55.45	44.20	35	94.94	5.06	
Feb.	52.47	44.36	3.17	53.38	44.19	43	96.00	4.00	
Mar.	53.14	43.86	3.00	54.72	44.75	53	95.24	4.76	
Apr.	56.80	40.12	3.06	52.10	47.34	56	92.22	7.78	
May	57.95	38.54	3.00	48.25	51.19	56	92.23	7.77	
June	58.49	37.73	3.23	45.82	55.84	64	95.09	4.91	
July	58.38	37.80	3.84	38.85	62.42	73	95.75	4.25	
Aug.	57.32	38.69	3.90	34.11	65.20	60	94.73	5.27	
Sept.	55.15	41.13	3.72	42.52	56.93	55	95.72	4.28	
Oct.	51.28	44.64	4.08	48.82	60.98	50	95.11	4.89	
Nov.	51.00	45.67	3.33	52.12	46.45	43	95.45	4.85	
Dec.	54.10	42.92	2.98	54.11	45.50	30	96.17	5.15	
Av.	54.75	41.75	3.50	49.91	49.00	49	94.58	5.14	

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended Mar. 3, 1932, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS.				
Up to 1,000 lbs.				
	Week ended Mar. 3.	Prev. week.	1931.	Same week.
Toronto	\$ 7.00	\$ 7.00	7.00	7.00
Montreal	6.75	6.00	6.75	6.75
Winnipeg	5.75	5.50	6.00	6.00
Calgary	5.10	4.75	5.50	5.50
Edmonton	5.00	5.00	5.25	5.25
Prince Albert	5.00	4.25	5.00	5.00
Moose Jaw	5.00	4.25	5.00	5.00
Saskatoon	5.10	4.25	5.25	5.25
VEAL CALVES.				
Toronto	\$ 8.75	\$10.00	\$ 8.50	\$ 8.50
Montreal	7.50	7.50	9.00	9.00
Winnipeg	7.00	7.00	10.00	10.00
Calgary	6.25	6.00	6.50	6.50
Edmonton	7.00	7.00	8.00	8.00
Prince Albert	7.00	7.00	8.00	8.00
Moose Jaw	7.00	7.00	8.00	8.00
Saskatoon	6.00	6.00	8.00	8.00
SELECT BACON HOGS.				
Toronto	\$ 5.35	\$ 5.50	\$ 7.15	\$ 7.15
Montreal	5.75	5.50	7.00	7.00
Winnipeg	4.00	4.50	7.00	7.00
Calgary	4.25	4.40	6.15	6.15
Edmonton	4.25	4.35	6.15	6.15
Prince Albert	4.30	4.25	6.15	6.15
Moose Jaw	4.30	4.20	6.15	6.15
Saskatoon	4.30	4.20	6.15	6.15
GOOD LAMBS.				
Toronto	\$ 7.25	\$ 8.25	\$ 8.00	\$ 8.00
Montreal	6.00	6.50	7.00	7.00
Winnipeg	6.50	6.50	7.00	7.00
Calgary	5.00	5.00	6.00	6.00
Edmonton	5.25	5.25	6.00	6.00
Prince Albert	5.25	5.25	6.00	6.00
Moose Jaw	5.50	4.50	6.00	6.00
Saskatoon	5.50	5.00	6.00	6.00

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 5, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,930	2,477	5,696
Swift & Co.	3,368	1,020	5,761
Wilson & Co.	2,963	2,727	3,274
Morris & Co.	1,327	954	3,493
Anglo-Amer. Prov. Co.	910	1	....
G. H. Hammond Co.	1,726	1,530	....
Libby, McNeill & Libby.	363	....	....
Shippers	10,767	35,935	21,611
Others	8,121	49,236	10,182
Brennan Pkg. Co., 5,729 hogs; Independent Pkg. Co., 444 hogs; Boyd, Lunham & Co., 786 hogs; Hygrade Food Products Corp., 3,716 hogs; Agar Pkg. Co., 6,679 hogs.			
Total: 33,553 cattle, 7,341 calves, 111,283 hogs, 33,017 sheep.			
Not including 900 cattle, 363 calves, 58,879 hogs and 15,104 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,574	2,625	6,353
Cudahy Pkg. Co.	2,460	2,610	6,595
Jewell Pkg. Co.	449	4,062	....
Morris & Co.	1,636	2,710	4,062
Swift & Co.	2,216	11,541	7,578
Wilson & Co.	1,909	2,737	3,456
Others	1,006	1,543	114
Total	12,670	23,576	28,458

OMAHA.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,795	12,580	7,773
Cudahy Pkg. Co.	5,213	8,864	12,838
Dold Pkg. Co.	1,218	6,464	....
Morris & Co.	1,239	45	3,213
Swift & Co.	3,601	6,771	11,733
Others	....	23,722	....
Geo. Hoffman Pkg. Co., 61 cattle; Gr. Omaha Pkg. Co., 22 cattle; Mayerowich Pkg. Co., 32 cattle; Omaha Pkg. Co., 64 cattle; J. Roth & Sons, 64 cattle; So. Omaha Pkg. Co., 55 cattle; Lincoln Pkg. Co., 243 cattle; Sinclair Pkg. Co., 271 cattle.			
Total: 13,724 cattle; 58,481 hogs; 35,037 sheep.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,825	1,080	3,361	2,377
Swift & Co.	1,218	2,005	3,358	2,537
Morris & Co.	255	651	690	501
Hunter Pkg. Co.	971	....	6,033	255
American Pkg. Co.	39	31	976	43
Hell Pkg. Co.	....	....	443	....
Krey Pkg. Co.	127	103	5,940	425
Sieff Pkg. Co.	....	....	1,356	....
Circle Pkg. Co.	....	....	546	....
Shippers	4,602	2,648	15,410	213
Others	2,325	260	20,352	....
Total	11,382	6,787	58,155	6,351
Not including 1,801 cattle, 2,407 calves, 36,517 hogs, and 428 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,066	637	11,492	12,065
Armour and Co.	2,345	781	9,051	7,044
Others	1,588	67	9,039	4,219
Total	5,997	1,485	20,582	23,338

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,415	97	8,236	4,003
Armour and Co.	1,403	100	9,070	5,585
Swift & Co.	1,163	64	6,252	3,187
Smith Bros.	....	....	....	....
Shippers	1,617	....	8,967	....
Others	113	23	35	....
Total	5,710	284	32,569	10,805

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	946	257	5,739	534
Wilson & Co.	1,219	309	5,675	599
Others	126	51	528	....
Total	2,291	617	11,942	1,133
Not including 1 cattle, 497 hogs, and 133 sheep bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	816	277	3,041	3,066
Dold Pkg. Co.	350	15	1,947	42
Wichita D. B. Co.	12	....	....	....
Dunn-Ostertag Co.	54	....	....	....
Keefe-Le Sturgeon.	4	....	....	....
Fred W. Dold.	71	....	78	....
Total	1,307	292	5,806	3,108
Not including 7,266 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	719	159	5,595	13,454
Armour and Co.	461	114	3,401	11,472
Others	1,215	134	3,859	7,220
Total	2,895	407	10,855	32,146

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,144	3,451	13,808	3,888
Cudahy Pkg. Co.	326	1,203	....	....
Swift & Co.	3,170	5,368	21,875	7,747
United Pkg. Co.	1,458	97	....	....
Others	1,055	34	25,521	1,850
Total	8,153	10,153	50,204	13,487

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	996	6,371	9,090	555
Swift & Co.	....	....	....	....
U. D. B. Co., N. Y.	18	....	....	....
The Layton Co.	....	....	394	....
R. Gumz & Co.	58	21	85	45
Armour & Co., Mil.	360	3,167	....	....
N. Y. B. D. M. Co., N. Y.	25	....	....	....
Corkran, Hill, Balt.	....	....	185	....
Bimber, Harrison,	....	....	....	....
N. J.	....	....	372	....
Shippers	85	20	39	....
Others	239	225	130	113
Total	1,704	9,804	10,417	713

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,041	710	10,462	1,880
Armour and Co.	376	122	1,474	50
Indianapolis Abt. Co.	55	....	....	33
Hilgelmeyer Bros.	5	....	1,500	....
Brown Bros.	75	31	158	....
Stumpf Bros.	....	....	135	....
Schuster Pkg. Co.	20	....	309	....
Riverview Pkg. Co.	17	....	834	....
Meler Pkg. Co.	136	....	407	....
Indiana Prov. Co.	35	17	237	....
Maass-Hartman Co.	36	27	....	10
Art Wabnitz	3	59	....	39
Hooder Abt. Co.	....	....	....	....
Shippers	1,514	1,593	10,846	8,732
Others	317	80	249	26
Total	3,841	2,694	25,870	10,801

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	....	3	....	97
Ideal Pkg. Co.	9	....	667	....
E. Kahn's Sons Co.	1,085	421	6,090	5,753
Kroger G. & B. Co.	135	270	207	....
Lohrey Pkg. Co.	2	....	245	....
H. H. Meyer Pkg. Co.	....	....	3,224	....
A. Sander Pkg. Co.	2	....	1,264	....
J. Schlachter's Sons.	122	165	....	139
J. & F. Schroth Co.	9	....	3,907	....
John F. Stegner	230	188	....	20
Shippers	1,037	536	390	333
Others	....	....	....	....
Total	2,740	2,348	17,306	6,342
Not including 776 cattle, 7,539 hogs, and 5,098 sheep bought direct.				

Recapitulation of packers' purchases by markets for week ended March 5, 1932, with comparisons:

CATTLE.

	Week ended Mar. 5, 1932.	Prev. week.	Cor. 1931.
Chicago	33,583	39,597	17,424
Kansas City	12,670	16,338	12,508
Omaha	13,724	15,319	14,978
East St. Louis	11,382	10,850	13,617
St. Joseph	5,997	5,821	6,172
Sioux City	5,710	5,775	7,949
Oklahoma City	2,291	3,531	2,905
Wichita	1,307	1,857	1,621
Denver	2,895	1,918	2,662
St. Paul	8,153	10,486	8,628
Milwaukee	1,794	2,602	2,316
Indianapolis	3,841	4,523	3,170
Cincinnati	2,740	2,666	2,947
Total	105,597	123,905	96,297

HOGS.

	Week ended Mar. 5, 1932.	Prev. week.	Cor. 1931.
Chicago	111,283	108,628	50,655
Kansas City	23,576	22,487	10,371
Omaha	58,481	79,674	69,377
East St. Louis	58,155	60,738	87,719
St. Joseph	20,582	24,072	14,886
Sioux City	32,569	64,162	45,646
Oklahoma City	11,942	8,806	6,790
Wichita	5,806	6,900	7,265
Denver	10,385	10,728	8,681
St. Paul	59,204	78,164	40,890
Milwaukee	10,417	11,581	7,539
Indianapolis	25,870	23,215	20,913
Cincinnati	17,306	16,983	25,190
Total	454,582	508,137	402,131

SHEEP.

	Week ended Mar. 5, 1932.	Prev. week.	Cor. 1931.
Chicago	53,017	70,248	45,329
Kansas City	31,541	32,870	32,870
Omaha	35,657	48,122	40,207
East St. Louis	6,351	8,679	5,932
St. Joseph	23,358	24,330	29,944
Sioux City	10,805	12,214	16,894
Oklahoma City	1,133	2,060	468
Wichita	3,106	1,993	1,197
Denver	32,146	23,691	30,951
St. Paul	13,487	22,567	14,730
Milwaukee	713	1,050	7,996
Indianapolis	10,801	9,987	3,220
Cincinnati	6,342	4,501	4,870
Total	225,376	267,222	226,910

*Represents principal packers only.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 29	15,071	1,856	46,470	16,073
Tues., March 1	5,884	2,090	20,998	10,072
Wed., March 2	7,275	1,294	14,597	8,906
Thurs., March 3	5,923	1,600	14,647	12,561
Fri., March 4	1,333	247	14,485	6,847
Sat., March 5	100	100	5,000	3,000

	Cattle.	Calves.	Hogs.	Sheep.
This week	35,359	7,759	118,167	57,159
Previous week	46,187	9,729	163,122	77,291
Year ago	37,630	8,763	134,462	80,105
Two years ago	37,557	10,063	119,660	85,317

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 29	3,840	127	8,187	6,367
Tues., March 1	2,280	....	2,001	4,126
Wed., March 2	2,314	246	2,357	4,108
Thurs., March 3	1,566	38	3,352	3,496
Fri., March 4	610	94	5,524	3,512
Sat., March 5	100	....	1,000	500

	Cattle.	Calves.	Hogs.	Sheep.
This week	10,710	505	22,421	22,111
Previous week	13,120	836	29,440	24,328
Year ago	11,790	461	28,005	30,926
Two years ago	11,328	219	35,680	30,318

Total receipts for month and year to March 5, with comparisons:

	1932.	1931.	1932.	1931.
Cattle	20,318	35,114	357,377	357,306
Calves	5,901	8,417	79,916	82,820
Hogs	69,067	107,429	1,683,587	1,917,004
Sheep	41,086	61,325	808,942	722,982

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Week ended Mar. 5	\$ 6.25	\$ 4.15	\$ 2.85	\$ 6.15
Previous week	6.35	3.95	2.75	6.10
1931	8.25	7.10	4.10	8.00
1930	12.55	10.55	4.85	10.45
1929	12.50	10.55	7.25	16.45
1928	13.15	8.10	8.75	15.75
1927	10.60	11.70	8.10	14.90
Av. 1927-1931	\$11.40	\$ 9.65	\$ 6.80	\$13.20

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

Week ended Mar. 5.....	108.
Previous week	158.
Year ago	129.
1930	108.

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago pack
and shippers during the week ended Thurs-
day, March 10, 1932, were as follows:

RECEIPTS AT CENTERS

SATURDAY, MARCH 5, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	100	5,000	3,000
Kansas City	200	1,100	200
Omaha	150	2,500	.....
St. Louis	125	4,500	250
St. Joseph	.....	1,000	1,000
Sioux City	100	5,000	500
St. Paul	100	900	1,000
Fort Worth	100	200	200
Milwaukee	.....	200	100
Denver	.....	600	3,000
Louisville	200	400	100
Wichita	100	2,000	100
Indianapolis	100	2,000	100
Pittsburgh	.....	600	300
Cincinnati	200	2,200	200
Buffalo	100	700	200
Cleveland	100	400	100
Nashville	.....	300	.....

MONDAY, MARCH 7, 1932.

Chicago	11,000	40,000	17,000
Kansas City	9,000	4,000	7,000
Omaha	7,000	25,000	13,000
St. Louis	2,000	7,500	2,000
St. Joseph	2,000	3,800	5,500
Sioux City	2,500	16,000	6,000
St. Paul	1,500	7,700	5,500
Fort Worth	1,800	2,200	4,300
Milwaukee	300	800	1,000
Denver	1,400	4,300	6,400
Louisville	800	1,500	100
Wichita	2,700	2,000	300
Indianapolis	1,500	1,300	300
Pittsburgh	300	2,400	1,500
Cincinnati	1,000	4,300	1,600
Buffalo	1,200	5,500	7,100
Cleveland	700	2,100	2,400
Nashville	500	400	100

TUESDAY, MARCH 8, 1932.

Chicago	5,000	15,000	13,000
Kansas City	6,000	4,000	8,000
Omaha	5,000	18,000	17,000
St. Louis	2,800	11,000	1,000
St. Joseph	1,200	3,500	9,000
Sioux City	2,000	11,000	4,000
St. Paul	1,000	5,500	3,000
Fort Worth	1,300	1,300	1,000
Milwaukee	400	2,800	300
Denver	500	1,900	10,400
Louisville	200	800	100
Wichita	200	1,300	800
Indianapolis	1,300	3,000	1,000
Pittsburgh	300	500	300
Cincinnati	300	2,200	300
Buffalo	100	1,300	200
Cleveland	300	2,800	300
Nashville	100	300	200

WEDNESDAY, MARCH 9, 1932.

Chicago	7,000	10,000	13,000
Kansas City	4,500	4,000	7,000
Omaha	4,000	9,000	11,000
St. Louis	2,000	1,000	1,000
St. Joseph	1,000	3,500	1,500
Sioux City	1,500	5,500	1,500
St. Paul	1,000	7,000	1,000
Fort Worth	500	1,000	4,000
Milwaukee	300	1,500	300
Denver	500	1,500	7,400
Louisville	200	500	100
Wichita	400	1,400	300
Indianapolis	900	4,000	1,200
Pittsburgh	300	1,500	1,000
Cincinnati	700	6,500	700
Buffalo	300	900	400
Cleveland	200	1,600	1,000
Nashville	100	200	200

THURSDAY, MARCH 10, 1932.

Chicago	7,000	19,000	13,000
Kansas City	2,000	2,000	8,000
Omaha	3,800	10,000	10,000
St. Louis	1,800	6,500	1,000
St. Joseph	1,200	2,500	3,000
Sioux City	1,500	6,500	2,000
St. Paul	700	3,500	1,000
Fort Worth	900	1,100	2,000
Milwaukee	500	2,000	200
Denver	500	1,200	14,000
Louisville	200	1,500	100
Wichita	300	1,300	300
Indianapolis	700	4,000	1,800
Pittsburgh	.....	1,000	500
Cincinnati	800	5,200	600
Buffalo	.....	1,500	300
Cleveland	300	1,200	200
Nashville	100	300	300

FRIDAY, MARCH 11, 1932.

Chicago	2,000	18,000	10,000
Kansas City	1,000	2,000	1,500
Omaha	2,300	13,500	8,500
St. Louis	700	8,000	1,000
St. Joseph	800	3,000	5,500
Sioux City	1,500	12,000	1,500
St. Paul	2,500	14,000	2,000
Fort Worth	1,000	800	500
Milwaukee	300	1,000	300
Denver	400	1,000	16,000
Louisville	100	500	100
Wichita	100	1,000	700
Indianapolis	300	6,000	1,000
Pittsburgh	.....	1,700	500
Cincinnati	800	4,000	800
Buffalo	.....	2,100	1,700
Cleveland	200	1,000	1,200
Nashville	100	300	.....

LEATHER STOCKS FEB. 1.

The total stocks of sole leather reported by tanners, dealers, and manufacturers using the leather as a material, amounted to 4,541,996 backs, bends, and sides on January 31, 1932, the corresponding figures for December 31, 1931, being 4,519,887, and for January 31, 1931, 4,726,272. The production of sole leather during January, 1932, amounted to 976,762 pieces (backs, bends, and sides), and the stocks in process on January 31, 1932, to 3,795,415.

Stocks of leather on hand Jan. 31, 1932, with comparisons, are reported by U. S. Department of Commerce:

	Jan. 31, 1932.	Jan. 31, 1931.
Cattle (including kip side) equivalent hides	4,031,943	5,548,206
Calif and whole kip. skins	5,578,076	9,950,420
Horse:		
Half fronts	434,965	407,529
Butts	194,358	187,991
Goat and kid skins	21,132,861	20,874,163
Cabretta, skins	1,080,802	864,589
Sheep and lamb (including skivers), skins	8,437,807	8,179,580

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 5, 1932, were 4,041,000 lbs.; previous week, 3,333,000 lbs.; same week last year, 4,695,000 lbs.; from January 1 to March 5 this year, 34,787,000 lbs.; same period a year ago, 30,889,000 lbs.

Shipments of hides from Chicago for the week ended March 5, 1932, were 2,805,000 lbs.; previous week, 3,968,000 lbs.; same week last year, 3,716,000 lbs.; from January 1 to March 5 this year, 42,188,000 lbs.; same period a year ago, 27,329,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended March 5, 1932:

	Week ended	New York.	Boston.
Mar. 5, 1932	11,800	6,820
Feb. 27, 1932	16,987	500
Feb. 20, 1932	5,845	.....
Feb. 13, 1932	17,184	4,660
Mar. 7, 1931	108,103	23,088
Feb. 28, 1931	5,248	200
		19,568	.....
		120,534	7,181

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Principal hide and skin stocks of January 31, 1932, and December 31, 1931, based on reports from 3,967 manufacturers and dealers, according to U. S. Department of Commerce:

	Jan. 31, 1932.	Dec. 31, 1931.	Tanned during Jan., 1932.	Deliveries during Jan., 1932.
Cattle, total, hides	4,463,221	4,312,473	21,008,676	953,271
Steers, hides	1,529,063	1,444,134	.....	207,262
Cows, hides	1,034,800	1,073,287	.....	233,606
Bulls, hides	128,060	117,360	.....	33,467
Unclassified, hides	1,111,239	1,077,722	.....	286,000
Buffalo, hides	30,646	32,237	3,698	1,000
Calif. total, skins	3,290,412	3,356,258	839,006	506,256
Green-salted, skins	3,028,094	3,068,638	824,874	506,000
Dry or dry-salted, skins	262,718	287,620	14,734	1,100
Kip, total skins	494,285	535,540	182,565	130,267
Green-salted, skins	422,919	474,805	181,190	138,000
Dry or dry-salted, skins	61,316	61,645	1,375	.....
Horse, colt, ass, and mule:				
Hides	105,146	114,483	3,067	26,321
Fronts, whole	22,232	18,757	5,312	1,250
Butts, whole	257,767	237,375	55,297	1,250
Shanks	12,978	5,920	19,274	.....
Splits, pickled, pieces	43,563	21,153	25,917	.....
Goat and kid, skins	11,418,881	12,392,617	3,427,368	804,541
Cabretta, skins	806,753	830,500	236,608	54,671
Sheep and lamb, total, skins	13,093,165	13,487,844	2,358,025	3,043,535
Wool, skins	1,177,110	1,197,690	.....	963,790
Shearings	698,631	690,350	.....	161,231
Without wool—pickled, skins	11,221,320	11,008,539	.....	1,573,424
Without wool—dry, skins	566,104	582,295	.....	25,222
Skivers, dozens	110,227	112,159	5,718	.....
Fleshers, dozens	3,408	3,408	11,536	.....
Kangaroo and wallaby, skins	276,619	196,323	74,796	.....
Deer and elk, skins	212,302	206,830	65,426	.....
Pig and hog, skins	109,765	100,125	74,860	.....
Pig and hog strips, lbs.	320,967	297,531	113,400	.....
Seal, skins	19,064	34,079	15,749	.....

¹Represents deliveries by packers, butchers, dealers, and importers.

²Domestic packer, 554,107; Domestic, other than packer, 354,398; Foreign, 120,171.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended March 5, 1932, with comparisons:

	Week ended Mar. 5.	Prev. week.	Cor. week, 1931.
Chicago	23,724	26,530	17,424
Kansas City	12,805	16,335	12,000
Omaha	14,208	15,544	14,313
East St. Louis	10,890	11,788	11,227
St. Joseph	5,941	6,244	4,823
Sioux City	5,063	7,137	5,000
Wichita	1,599	2,891	1,900
Fort Worth	4,603	.....	.....
Philadelphia	1,534	1,562	1,201
Indianapolis	1,533	1,615	1,200
New York & Jersey City	8,005	8,850	8,440
Oklahoma City	2,969	4,393	3,601
Cincinnati	3,495	3,341	2,400
Denver	1,861	1,810	2,000
Total	98,068	107,546	88,182

HOGS.

Chicago	97,155	127,126	120,770
Kansas City	23,696	22,636	16,071
Omaha	39,824	61,032	46,000
East St. Louis	42,745	45,599	22,644
St. Joseph	20,776	16,611	11,440
Sioux City	25,033	31,571	24,622
Wichita	13,075	18,613	4,352
Fort Worth	11,061	.....	.....
Philadelphia	18,128	18,373	12,900
Indianapolis	19,862	22,187	11,002
New York & Jersey City	48,061	52,028	46,000
Oklahoma City	12,439	11,084	6,300
Cincinnati	20,106	20,272	17,542
Denver	9,788	10,904	100
Total	393,511	471,427	358,301

SHEEP.

Chicago	46,510	54,855	45,229
Kansas City	28,747	31,541	32,379
Omaha	31,126	41,708	34,812
East St. Louis	5,795	5,990	4,118
St. Joseph	19,139	21,067	24,782
Sioux City	10,212	12,511	17,100
Wichita	3,108	1,963	1,107
Fort Worth	7,035	.....	.....
Philadelphia	8,449	7,094	4,620
Indianapolis	1,745	1,105	1,115
New York & Jersey City	78,162	78,167	70,623
Oklahoma City	1,266	2,060	400
Cincinnati	6,672	4,045	2,800
Denver	6,637	6,008	221
Total	253,633	298,484	229,106

JAN. CANADIAN SLAUGHTERS.

Inspected slaughter of livestock at leading Canadian centers during January, 1932, with comparisons:

	January, 1932.	January, 1931.
Cattle	47,875	33,106
Calves	17,306	13,805
Hogs	200,785	18,202
Sheep	48,272	27,000

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market remained quiet this week, with trading in the Chicago market confined to 2,000 heavy Texas steers which moved at the end of last week. However, the market continues to have a firm appearance, despite the gradual sagging of prices on the Hide Exchange, which appears to be influenced more by conditions in other commodity markets than by the spot market on hides at the present time.

All descriptions of cows were fairly well cleaned up earlier to late February, while January forward native and branded steers are still available, and also some December native steers. Buyers were anxious to secure more light native and branded cows this week at the old trading price, but packers declined to sell on that basis except in combination with steer hides, which have been rather slow; however, killers would sell cows alone at a half-cent advance but no trading has resulted.

An interesting feature was the announcement late this week that one large tanner is now operating at 60 per cent capacity, as compared with 45 per cent in January.

Native steers last sold at 6½c. Extreme native steers were well sold up to late February previously at 6c.

Butt branded steers last sold at 6½c, and Colorados at 6c. One packer sold 2,000 December-January heavy Texas steers at close of last week at 6½c, steady. Light Texas steers last sold at 5½c, and extreme light Texas steers at 5½c.

Last trading in heavy native cows was at 5½c. Light native cows are well sold up to late February with 6c last paid and declined for cows alone. Branded cows are also well sold up at 5½c.

Native bulls last sold at 3½c, and branded bulls at 3½c, for January-February take-off.

FOREIGN WET SALTED HIDES—Market active and a shade easier on Argentine hides. About 8,000 frigorifico Nacional steers sold early at \$32.75 Uruguay gold, equal to 7½c, c.i.f. New York. This was followed by 2,000 extreme light frigorifico steers equal to 7½c, 2,000 frigorifico cows equal to 8½c, and 2,500 March light frigorifico steers equal to 7½c, steady to a shade higher. Later, 8,000 LaPlatas, 4,000 LaBlancas and 4,000 Rosario steers sold to this country at \$24.00 Argentine gold, equal to 7-5/16c, c.i.f. New York, or ¼c down from last week.

SMALL PACKER HIDES—Local small packer trimmed February all-weights are available at 6c for natives and 5½c for branded, with a few outside lots reported sold at ¼c less; last sales of February untrimmed all-weights were 5½c and 5c.

Local small packer association sold 2,500 March branded cows at 5½c, steady. In Pacific Coast market, 8,000 January untrimmed small packer hides sold at 4½c for steers and 3½c for cows, flat, f.o.b. shipping point; trimmed hides last sold at ¼c more.

COUNTRY HIDES—Country hides are steady to firm. All-weights quoted 4½@5c asked, with inside price re-

ported paid recently, while buyers' ideas are 4½c. Heavy steers and cows sold early at 4½c, and 4½@4¼c is asked. Buff weights could be sold at 5c, with holders talking 5½c. Holders trying for 6c on 25/45-lb. extremes; sales reported at 5½c, and a choice lot at 5½c.

CALFSKINS—As previously reported, couple packers moved January and prior calfskins earlier on split weight basis, 9½-lb. and heavier at 8½c for Chicago, St. Paul and St. Louis skins and 7½c for River points, while the 9½-lb. and down sold at 7@7½c. This was followed by 12,000 February skins from very light average point at 7½c. One packer sold 8,000 January calf this week, 15-lb. down, at 7½c, and market fairly well cleaned up to February 1.

Chicago city calfskins firmer; a car 10/15-lb. sold at 7½c, or ¼c up; the 8/10-lb. last sold at 6c, with 7c now asked. Outside cities, 8/15-lb., quoted 6½@6¾c; mixed cities and countries about 6c; straight countries about 5½c.

KIPSKINS—Packer kipskins firmer; asking 8c for February northern native kipskins, with 7½c last paid; however, one packer sold 1,100 February southern natives this week at 7c, or ½c over previous sale. Over-weight kips last sold at 7c for northern and 6½c for southern; asking 7½c for February northern. Two packers sold 1,900 January-February branded kips at 6c.

Chicago city kipskins last sold at 6½c but nominally higher, with sellers asking 7½c. Outside cities around 6½c; mixed cities and countries around 6c, and straight countries 5½@6c.

Couple packers sold 5,000 February regular slunks at 40c, or 2½c higher.

HORSEHIDES—Horsehides continue rather slow sale. Some choice city renderers recently sold at \$2.25, while mixed northern city and country lots are quoted \$1.50@2.00, according to quality.

SHEEPSKINS—Dry pelts fairly firm at 8½@9c for full wools, short wools 5c. Not many shearlings coming out at this time; demand is good and the light offerings are easily absorbed around these levels; last trading was at 25c for No. 1's, 17½@20c for No. 2's, and 12½c for clips. Pickled skins are dull and easy, due to the quality available at this season of the year. January skins last sold at \$1.40 per doz., and packers generally quoting around \$1.25 per doz. at Chicago for current quality as their asking price, although sales are reported in other directions at \$1.00 for February skins. New York market around \$1.25@1.50, nom. Outside small packer lambs pelts steady at 75@80c.

New York.

PACKER HIDES—Packer hide market quiet and nominally unchanged, with last trading in native steers at 6½c, butt branded steers 6½c and Colorados 6c. One packer holding December butt brands, and a few December native steers also held; some January Colorados sold earlier.

CALFSKINS—Market moderately active, with light skins dull while heavier weights are in fairly good demand. About 6,000 city 5-7's sold early at 50c, with packers' skins quoted around 60c. The 7-9's last sold at 70c for cities and 80c for packers'. Last sale of city

9-12's was at \$1.30, while 6,000 packers' 9-12's sold early this week at \$1.45, or 5c up. The 12/17-lb. veal kips are quoted \$1.50@1.60 nom.

New York Hide Exchange Futures.

Saturday, March 5, 1932—Close: Mar. 5.00@5.75; Apr. 6.00n; May 6.50n; June 7.05 sale; July 7.25n; Aug. 7.50n; Sept. 7.75 sale; Oct. 7.95n; Nov. 8.15n; Dec. 8.35b; Jan. 8.50n; Feb. 8.65n. Sales 5 lots.

Monday, March 7, 1932—Close: Mar. 5.10@5.75; Apr. 6.00n; May 6.50n; June 7.00@7.05; July 7.20n; Aug. 7.40n; Sept. 7.65@7.75; Oct. 7.85n; Nov. 8.05n; Dec. 8.30b; Jan. 8.45n; Feb. 8.60n. Sales 2 lots.

Tuesday, March 8, 1932—Close: Mar. 5.10@5.75; Apr. 6.00n; May 6.50n; June 7.00@7.05; July 7.20n; Aug. 7.40n; Sept. 7.65@7.75; Oct. 7.85n; Nov. 8.05n; Dec. 8.25b; Jan. 8.40n; Feb. 8.55n. Sales 2 lots.

Wednesday, March 9, 1932—Close: Mar. 5.10@5.75; Apr. 5.90n; May 6.40n; June 6.86@6.90; July 7.10n; Aug. 7.30n; Sept. 7.55@7.59; Oct. 7.75n; Nov. 7.95n; Dec. 8.15@8.30; Jan. 8.30n; Feb. 8.45n. Sales 16 lots.

Thursday, March 10, 1932—Close: Mar. 5.10@5.75; Apr. 5.90n; May 6.40n; June 6.85@6.90; July 7.10n; Aug. 7.30n; Sept. 7.55@7.60; Oct. 7.75n; Nov. 7.95n; Dec. 8.15@8.25; Jan. 8.30n; Feb. 8.45n. Sales 13 lots.

Friday, March 11, 1932—Close: Mar. 5.00@5.75; Apr. 5.50n; May 6.00n; June 6.55 sale; July 6.80n; Aug. 7.05n; Sept. 7.30 sale; Oct. 7.50n; Nov. 7.70n; Dec. 7.95 sale; Jan. 8.10n; Feb. 8.25n. Sales 50 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 11, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Mar. 11.	Prev. week.	Cor. week, 1931.
Spr. nat. str.	7½@8n	7½@8n	10@10½n
Hvy. nat. str.	@6½	@6½	@9
Hvy. Tex. str.	@6½	@6½	@9n
Hvy. butt brand'd str.	@6½	@6½	@9
Hvy. Col. str.	@6	@6	@8½
Ex-light Tex. str.	@5½	@5½	@8½n
Brand'd cows.	@5½b	@5½	@8½n
Hvy. nat. cows	@5½	@5½	8½@9
Lt. nat. cows	@6	@6	@9
Nat. bulls	@3½	@3½	@6
Brand'd bulls.	@3½	@3½	5@5½n
Calfskins	7¼@8½	7¼@8½	@17
Kips, nat.	7½@8	7½@8	@13
Kips, or-wt.	7	7	@11½
Kips, brand'd.	@6	@6	@9n
Stunks, reg.	@40	@37½	77¼@85
Stunks, hrls.	25@30	25@30	25@35n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	5½@6	5½@6	@8½n
Branded	5@5½	5@5½	@8n
Nat. bulls	@3½	@3½	@5½n
Brand'd bulls.	@3½	@3½	@4½n
Calfskins	6¼@7n	6¼@8½	14¼@15n
Kips	@7n	6½@7	11½@12n
Stunks, reg.	30@35n	30@35n	@75
Stunks, hrls.	@15	@15	20@25n

COUNTRY HIDES.

Hvy. steers	@4½	4@4½	@6
Hvy. cows	@4½	4@4½	@6
Bulls	5@5½	5@5½	6@6½
Extremes	5½@6	5½@6	7¼@8
Bulls	2½@3	2½@3	4@4½
Calfskins	@5½n	@5	@10n
Kips	5½@6n	@5	@5
Light calf.	25@30n	20@25n	@75
Deacons	25@30n	20@25n	@75
Stunks, reg.	@15n	@15n	30@35
Stunks, hrls.	@5n	@5n	5@10n
Horsehides	1.25@2.25	1.25@2.25	2.25@3.50

SHEEPSKINS.

Pkr. lambs.	85	@80	@80
Sm. pkr.			
lambs	75@80	70@80	60@75
Pkr. shearings.	@25	@25	@45
Dry pelts	8½@9	8½@9	8½@9

Chicago Section

O. S. Catt, of Luer Bros. Packing & Ice Co., Alton, Ill., did business in Chicago this week.

President G. D. Strauss of the Memphis Packing Corp., Memphis, Tenn., was in Chicago this week.

President T. W. Taliaferro of Hammond-Standish & Co., Detroit, Mich., was a Chicago visitor this week.

George Billings and Wm. Wambach, executives of Cudahy Bros. Co., Cudahy, Wis., were in Chicago this week.

President E. O. Freund of the Visking Corporation and Mrs. Freund have just returned from a month's vacation in Jamaica.

Vice president D. J. Donohue of the Cudahy Packing Company returned last week from a tour of several weeks covering sales territories of his company.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 17,649 cattle, 3,618 calves, 19,571 hogs, 20,547 sheep.

George E. Marples, head of the foreign department of the Cudahy Packing Company, is enjoying a vacation tour of the West Indies with Mrs. Marples.

Vice president Frank Kohrs, Kohrs Packing Co., Davenport, Ia., was in Chicago this week. He has recently returned from a trip to Porto Rico, Santo Domingo, Haiti, Cuba, and other Southern points.

Wilbur H. Turner of the Heekin Can Co. was in Chicago this week on his return from a tour of the Southwest. He reports business conditions improving, meat volume being maintained, and that prices are stiffening.

W. N. Witt of the canned foods department, Armour and Company, has returned to work after an absence of four months, part of which was spent at Valmora Sanitarium, Valmora, N. M. He has completely recovered his health.

The estate of the late John F. Jelke, sr., is reported as valued at \$3,000,000, including bonds valued at \$2,561,140 and stocks in nine corporations. Of the latter the only packer stocks were 500 shares of Hately Bros. Co.

L. O. Hoffman, who has been in charge of the general plant accounting department, Armour and Company, has been transferred to the staff of vice president H. G. Mills. Geo. W. Byrkit takes Mr. Hoffman's place as general plant accountant.

Provision shipments from Chicago for the week ended March 5, 1932, with comparisons, were as follows:

	Week Mar. 5.	Previous week.	Same week '31.
Cured meats, lbs.	10,402,000	12,731,000	10,499,000
Fresh meats, lbs.	41,877,000	38,219,000	44,501,000
Lard, lbs.	6,303,000	6,186,000	7,502,000

Out-of-town packers who attended the meeting of the Business Survey Com-

mittee of the Institute of American Meat Packers on Thursday were president John W. Rath, Rath Packing Co., Waterloo, Ia.; president Samuel Slotkin, Hygrade Food Products Corp., New York, N. Y.; vice president F. G. Duffield, Jacob E. Decker & Sons, Mason City, Ia.; vice president W. R. Sinclair, Kingan & Co., Indianapolis, Ind.; vice president E. A. Schenk, Columbus Packing Co., Columbus, O.; treasurer J. C. Stentz, John Morrell & Co., Ottumwa, Ia.; and general manager J. W. Paton, Krey Packing Co., St. Louis, Mo.

ANOTHER "BOSS" PASSES ON.

Gustav Schmidt, vice president and superintendent of the Cincinnati Butchers' Supply Company, died suddenly in Cincinnati on Tuesday evening, March 8, while attending a civic meeting in the neighborhood of his home. Death was due to a heart attack. He was at the meeting representing the Mohawk Business Men's Club when stricken.

He leaves a widow, Mrs. Emily Schmidt; a son, Gustav E. Schmidt; two



THE LATE GUSTAV SCHMIDT.

brothers, Herman and Oscar, and a sister, Mathilde Schmidt, all officers of his company; and three other sisters, Mrs. Wm. Morgan, jr., Mrs. Frank L. Wuest and Mrs. A. R. Michel.

He was in his 51st year, and the eldest son of the famous "Boss," Charles G. Schmidt, founder of the Cincinnati Butchers' Supply Company, in which concern Gustav had been brought up from boyhood. Like his famous father, he possessed an inventive genius for things mechanical. He was the inventor of the "Boss" knocking pen and the "Boss" jerkless hog hoist, and held patents on refrigerator cases made by his company. He had been the head of the mechanical department of the company for many years.

A genial character and devoted to his city as to his business, he was beloved by all who knew him. Funeral services on Friday were largely attended by both civic and trade representatives as well as family friends.

PACKERS' REGIONAL MEETINGS.

Regional meetings of the Institute of American Meat Packers will be held in Baltimore, Philadelphia, Pittsburgh and Cleveland on March 22, 23, 24 and 25 respectively, according to an announcement made this week by president Wm. Whitfield Woods.

In announcing the regional meetings, Mr. Woods states that "any packer who wishes to attend any of the meetings is cordially invited to do so."

Programs of the meetings will be according to the following schedule:

Baltimore-Washington Meeting.

Date of meeting, Tuesday, March 22. Regional Chairman, W. F. Schludberg.

"Case Studies in Packinghouse Practice," H. D. Tefft, Director Institute Department of Packinghouse Practice and Research.

"Some Information on Lard from the Institute's Research Laboratory," Dr. F. C. Vibrans, Chief Chemist.

"Some Proposals for Improving Financial Results in the Packing Industry," Wm. Whitfield Woods, President, Institute of American Meat Packers.

Philadelphia Meeting.

Date of meeting, Wednesday, March 23.

Regional Chairman, B. C. Dickinson.

"Case Studies in Packinghouse Practice," H. D. Tefft, Director Department of Packinghouse Practice and Research.

"Some Information on Lard from the Institute's Research Laboratory," Dr. F. C. Vibrans, Chief Chemist.

"Some Proposals for Improving Financial Results in the Packing Industry," Wm. Whitfield Woods, President, Institute of American Meat Packers.

Pittsburgh Meeting.

Date of meeting, Thursday, March 24, 1:30 p. m., Pittsburgh Athletic Club.

Regional Chairman, George N. Meyer.

"Some Information on Lard from the Institute's Research Laboratory," Dr. F. C. Vibrans, Chief Chemist.

"Results in the Packing Industry to Date," Howard C. Greer, Director Department of Organization and Accounting.

"Proposals for Improving Them," Wm. Whitfield Woods, President, Institute of American Meat Packers.

Cleveland Meeting.

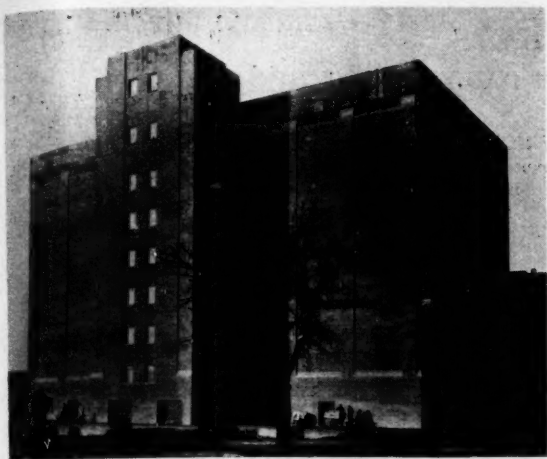
Date of meeting, Friday, March 25, 12:15 p. m., Cleveland Chamber of Commerce.

Regional Chairman, Chester G. Newcomb.

"Some Information on Lard from the Institute's Research Laboratory," Dr. F. C. Vibrans, Chief Chemist.

"Results in the Packing Industry to Date," Howard C. Greer, Director Department of Organization and Accounting.

"Proposals for Improving Them," Wm. Whitfield Woods, President, Institute of American Meat Packers.



**FREEZER BUILDING FOR
GEO. A. HORMEL & CO., AUSTIN, MINN.**

This 9 story concrete building was completed in four months. The owner had the use of four lower floors twelve weeks after the contract was let.

Building and Equipment Designed by

H. PETER HENSCHEN

ARCHITECT

59 East Van Buren Street

Chicago, Illinois

MEAT PACKERS' INSTITUTE.

(Continued from page 23.)

John W. Rath, Rath Packing Company, Waterloo, Iowa, Chairman of the Board.

Wm. Whitfield Woods, President, Institute of American Meat Packers, Chicago, Ill.

E. A. Cadahy, jr., Cadahy Packing Company, Chicago, Ill., Vice Chairman.

B. C. Dickinson, of Louis Burk, Inc., Philadelphia, Penn., Vice Chairman.

Jay C. Hormel, Geo. A. Hormel & Company, Austin, Minn., Vice Chairman.

Chester G. Newcomb, Lake Erie Provision Company, Cleveland, O., Vice Chairman.

George A. Schmidt, Stahl-Meyer, Inc., New York City, Vice Chairman.

H. Harold Meyer, H. H. Meyer Packing Company, Cincinnati, O., Treasurer.

E. C. Andrews, Jacob Dold Packing Company, Buffalo, N. Y.

T. P. Breslin, Standard Packing Company, Inc., Los Angeles, Calif.

Jay E. Decker, Jacob E. Decker and Sons, Mason City, Iowa.

Frank M. Firor, F. M. Firor, Inc., New York City.

Charles E. Herrick, Brennan Packing Company, Chicago, Ill.

Frank A. Hunter, Hunter Packing Company, East St. Louis, Ill.

Louis W. Kahn, E. Kahn's Sons Company, Cincinnati, O.

R. T. Keefe, Keefe-LeSturgeon Company, Arkansas City, Kan.

John R. Kingham, Kingan and Company, Indianapolis, Ind.

T. G. Lee, Armour and Company, Chicago, Ill.

Oscar G. Mayer, Oscar Mayer and Company, Inc., Chicago, Ill.

George N. Meyer, Fried & Reineman Packing Company, Pittsburgh, Pa.

W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Company, Baltimore, Md.

Samuel Slotkin, Hygrade Food Products Corporation, New York City.

F. S. Snyder, Boston, Mass.

G. F. Swift, Swift & Company, Chicago, Ill.

Thomas E. Wilson, Wilson & Company, Chicago, Ill.

Information about the committees and departments of the Institute and the projects on which they are engaged will be given in succeeding articles in this series.

Jos. H. Heineman
Chas. E. Haman
HEINEMAN-HAMAN, Inc.
PROVISION BROKERS
New York City
402-410 West 14th Street
Packing House Products

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**PROVISION
BROKER**

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*

MICKELBERRY GOES AHEAD.

Net income of \$150,373 is reported by Mickelberry's Food Products Co. for 1931, compared with a net of \$222,888 in 1930. The balance sheet as of December 26 last shows cash of \$97,881, current assets of \$253,796 and current liabilities of \$79,678, against cash of \$79,006, current assets of \$285,279 and current liabilities of \$175,370 a year ago. The company had no bank loans at the end of the last period compared with loans of \$50,000 a year ago.

President E. J. Engel stated that the company opened new territories during the year, the expenditures for this purpose being charged against 1931 earnings. He added that shrinkage in inventory values substantially affected earning results and expressed the belief that this factor will not have a material influence during 1932.

ARGENTINE HOG SLAUGHTER.

Slaughter of hogs in Argentina during January amounted to 34,900 head according to official report from Buenos Aires. Cattle slaughtered were 255,900 head; sheep, 448,600 head.



PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES

PACKING HOUSE PRODUCTS

CHICAGO

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT

CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
March 10, 1932.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	10 1/4	11	11 1/4
10-12	10 1/4	10 3/4	11 1/4
12-14	9 1/4	9 3/4	10 1/4
14-16	9 1/4	9 3/4	10 1/4
16-18 range	9 1/4	9 3/4	10 1/4

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18	9 1/4	9 3/4	9 1/4
18-20	9 1/4	9 3/4	9 1/4
20-22	9 1/4	9 3/4	9 1/4
16-22 range	9 1/4	9 3/4	9 1/4

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	10	10 1/2	11 1/2
12-14	10	10 1/2	11 1/2
14-16	10	10 1/2	11 1/2
16-18	10	10 1/2	11 1/2
18-20	10	10 1/2	11 1/2
20-22	9 1/2	10	11 1/2
22-24	9 1/2	9 1/2	10 1/2
24-26	8 1/2	8 1/2	9 1/2
26-30	8 1/2	8 1/2	9 1/2
30-35	8	8	9 1/2

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	6 1/4	6 1/4	7
6-8	5 1/4	5 1/4	6 1/4
8-10	5	5	6 1/4
10-12	4 1/4	4 1/4	5 1/4
12-14	4 1/4	4 1/4	5 1/4

BELLIES.

	Green. Standard.	Cured. Sq. Sds.	Dry Cured.
6-8	8 1/4	8 1/4	8 1/4
8-10	8	8	8 1/4
10-12	7 1/4	7 1/4	8 1/4
12-14	6 1/4	6 1/4	7 1/4
14-16	6 1/4	6 1/4	7 1/4
16-18	6	6	7 1/4

D. S. BELLIES.

	Clear. Standard.	Fancy.	Rib.
14-16	6 1/4	7 1/4	6 1/4
16-18	6 1/4	7 1/4	6 1/4
18-20	6	7 1/4	6 1/4
20-22	6	7 1/4	6 1/4
22-24	6	7 1/4	6 1/4
24-26	6	7 1/4	6 1/4
26-30	6	7 1/4	6 1/4
30-35	6	7 1/4	6 1/4
35-40	6	7 1/4	6 1/4
40-50	5 1/4	7 1/4	6 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4 1/4	4 1/4
10-12	4 1/4	4 1/4
12-14	4 1/4	4 1/4
14-16	4 1/4	4 1/4
16-18	4 1/4	4 1/4
18-20	4 1/4	4 1/4
20-25	4 1/4	4 1/4

OTHER D. S. MEATS.

Extra short clears	35-45	6n
Extra short ribs	35-45	6n
Regular plates	6-8	4
Clear plates	4-6	3 1/4
Jowl butts		3 1/4
Green square jowls		3 1/4
Green rough jowls		3 1/4

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, MARCH 5, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.95	4.95	4.90	4.77 1/2 ax
May	5.10	5.12 1/2	5.07 1/2	4.90
July	5.25	5.27 1/2	5.22 1/2	5.10 ax
Sept.	5.35	5.37 1/2	5.32 1/2	5.27 1/2 ax
CLEAR BELLIES—				
May	5.67 1/2	5.67 1/2	5.67 1/2	5.70 ax
July	5.87 1/2	5.87 1/2	5.87 1/2	5.90 ax
Sept.	5.95	6.00	5.95	6.00

MONDAY, MARCH 7, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.95	4.97 1/2	4.95	4.77 1/2 n
May	5.10	5.12 1/2	5.07 1/2	4.82 1/2 ax
July	5.25	5.27 1/2	5.22 1/2	5.07 1/2 ax
Sept.	5.35	5.37 1/2	5.32 1/2	5.25 ax
CLEAR BELLIES—				
May	5.67 1/2	5.67 1/2	5.67 1/2	5.67 1/2
July	5.87 1/2	5.87 1/2	5.87 1/2	5.87 1/2
Sept.	5.95	6.00	5.95	6.00 ax

TUESDAY, MARCH 8, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.95	4.97 1/2	4.95	4.80 b
May	5.10	5.12 1/2	5.07 1/2	5.15
July	5.25	5.27 1/2	5.22 1/2	5.30
Sept.	5.35	5.37 1/2	5.32 1/2	5.30
CLEAR BELLIES—				
May	5.67 1/2	5.67 1/2	5.67 1/2	5.67 1/2
July	5.87 1/2	5.87 1/2	5.87 1/2	5.87 1/2
Sept.	5.95	6.00	5.95	6.00 ax

WEDNESDAY, MARCH 9, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	4.92 1/2	5.02 1/2	5.00	4.92 1/2
May	5.02 1/2	5.12 1/2	5.00	5.00
July	5.17 1/2	5.27 1/2	5.15	5.17 1/2 ax
Sept.	5.30	5.35	5.30	5.32 1/2 ax
CLEAR BELLIES—				
May	5.70	5.72 1/2	5.70	5.72 1/2 b
July	5.90	5.90	5.90	5.90
Sept.	6.00	6.00	6.00	6.00

THURSDAY, MARCH 10, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.05	5.07 1/2	5.05	4.95 b
May	5.17 1/2	5.22 1/2	5.17 1/2	5.07 1/2
July	5.35	5.40	5.35	5.22 1/2
Sept.	5.45	5.50	5.45	5.40 ax
CLEAR BELLIES—				
May	5.97 1/2	5.97 1/2	5.97 1/2	5.75 b
July	6.10	6.10	6.07 1/2	5.97 1/2
Sept.	6.10	6.10	6.07 1/2	6.10

FRIDAY, MARCH 11, 1932.

	Open.	High.	Low.	Close.
LARD—				
Mar.	5.02	5.02	5.00	4.87 a
May	5.22	5.22	5.15	5.00
July	5.40	5.40	5.30	5.15 ax
Sept.	5.50	5.50	5.40	5.30 ax
CLEAR BELLIES—				
May	5.75	5.75	5.75	5.75
July	5.92 1/2	5.92 1/2	5.92 1/2	5.92 1/2
Sept.	6.10	6.10	6.10	6.10

Key: ax, asked; b, bid; n, nominal; —, split.

ANIMAL OILS.

Prime edible lard oil	2 1/4
Headlight burning oil	7 1/4
Prime winter strained	7 1/4
Extra winter strained	7
Extra lard oil	6 1/4
Extra No. 1	6 1/4
No. 1 lard	6 1/4
No. 2 lard	6
Acidless tallow oil	6
20° C. T. neatfoot	12 1/4
Pure neatfoot	8 1/4
Special neatfoot	8 1/4
Extra neatfoot	8 1/4
No. 1 neatfoot	6 1/4
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.35 @ 1.37 1/2
Oak pork barrels, black iron hoops	1.40 @ 1.42 1/2
Ash pork barrels, galv. iron hoops	1.52 1/4 @ 1.55
White oak ham tierces	2.37 1/2 @ 2.40
Red oak lard tierces	1.52 1/4 @ 1.55
White oak lard tierces	1.97 1/2 @ 2.00

CHICAGO RETAIL MEATS

Beef.

	Week ended March 9, 1932.	Cor. wk.	1931.
No. No. No.	No. No. No.	No. No. No.	No. No. No.
1. 2. 3.	1. 2. 3.	1. 2. 3.	1. 2. 3.
Rib roast, hvy. end	28	24	16
Rib roast, lt. end	28	28	18
Chuck roast	20	18	12
Steaks, round	85	80	16
Steaks, sirlo. 1st cut	28	20	35
Steaks, porterhouse	45	38	20
Steaks, flank	25	22	16
Beef stew, chuck	15	14	10
Corn briskets, boned	22	21	12
Corned plates	9	9	6
Corned rumps, bmls	22	22	15

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	26	15	32	11
Legs	26	15	32	11
Stews	7	6	15	11
Chops, shoulders	20	15	25	28
Chops, rib and loin	32	20	40	25

Mutton.

	Good.	Com.	Good.	Com.
Legs	18	..	24	..
Stew	8	..	14	..
Shoulders	12	..	16	..
Chops, rib and loin	20	..	35	..

Pork.

	Good.	Com.	Good.	Com.
Loin, 8 @ 10 av.	15	@ 17	22	@ 22
Loin, 10 @ 12 av.	15	@ 17	22	@ 22
Loin, 12 @ 14 av.	15	@ 17	22	@ 22
Loin, 14 and over	12	@ 14	17	@ 17
Chops	18	@ 20	25	@ 27
Shoulders	10	@ 12	15	@ 18
Butts	12	@ 14	16	@ 18
Spareribs	10	@ 12	14	@ 16
Knocks	8	@ 10	11	@ 13
Leaf lard, raw	6	@ 8	8	@ 10

Veal.

	Good.	Com.	Good.	Com.
Hindquarters	20	@ 24	24	@ 28
Forequarters	12	@ 14	14	@ 16
Legs	22	@ 25	25	@ 28
Breasts	12	@ 15	14	@ 18
Shoulders	12	@ 14	14	@ 16
Cutlets	10	@ 12	12	@ 14
Rib and loin chops	10	@ 12	12	@ 14

Butchers' Offal.

	Good.	Com.	Good.	Com.
Suet	2	@ 1	2	@ 1
Shop fat	2	@ 1	2	@ 1
Bone, per 100 lbs.	10	@ 10	10	@ 10
Calf skins	4	@ 4	4	@ 4
Kips	5	@ 5	5	@ 5
Descoms	5	@ 5	5	@ 5

CURING MATERIALS.

	Bbls.	Per 100 lbs.
Nitrite of soda, 1 c. l. Chicago	10 1/4	
Nitrate, 25 bbl. lots, f.o.b. N. Y.		1 1/2
Dbl. refined granulated	6 1/4	1 1/2
Medium crystals	7 1/4	1 1/2
Large crystals	8	1 1/2
Bbl. refd. gran. nitrate of soda	3 1/2	1 1/2
Less than 25 bbl. lots, 1/4c more.		

	Good.	Com.	Good.	Com.
Salt—				
Granulated, carlots, per ton, f.o.b. Chi.				
Coarse, bulk	1 1/2	@ 1 1/2	1 1/2	@ 1 1/2
Medium, carlots, per ton, f.o.b. Chicago ..				
Coarse, bulk	1 1/2	@ 1 1/2	1 1/2	@ 1 1/2
Rock, carlots, per ton, f.o.b. Chicago				

	Good.	Com.	Good.	Com.
Sugar—				
Raw sugar, 96 basis, f.o.b. New Or.				
Leans	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2
Second sugar, 96 basis	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2
Syrup testing 68 to 69 combined su-				
crose and invert, New York	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2
Standard gran. f.o.b. refiners (2%)	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2
Packers' curing sugar, 100 lb. bags,				
f.o.b. Reserve, La., less 2%	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2
Packers' curing sugar, 250 lb. bags,				
f.o.b. Reserve, La., less 2%	10 1/2	@ 10 1/2	10 1/2	@ 10 1/2

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	6	9
Cinnamon	12	15
Cloves	18	21
Coriander	6	8
Ginger	45	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	Week ended Mar. 9, 1932.	
400-600	15	@16
600-800	14	@15
800-1000	14	@15
Good native steers—		
400-600	12 1/2	@13 1/2
600-800	12 1/2	@13 1/2
800-1000	12 1/2	@13 1/2
Medium steers—		
400-600	10 1/2	@12 1/2
600-800	10 1/2	@11 1/2
800-1000	11	@11 1/2
Halfers, good, 400-600	11	@11
Cows, 400-600	6 1/2	@9
Hind quarters, choice	6 1/2	@9 1/2
Pure quarters, choice	6 1/2	@11

Beef Cuts.

Week ended Mar. 9, 1932.	Cor. week, 1931.	
Steer loins, prime	@35	
Steer loins, No. 1	@33	
Steer loins, No. 2	@30	
Steer short loins	@47	
Steer short loins, No. 1	@45	
Steer short loins, No. 2	@38	
Steer loin ends (hips)	@21	
Steer loin ends, No. 2	@20	
Cow loins	@14	
Cow short loins	@15	
Cow loin ends (hips)	@13	
Steer ribs, prime	@20	
Steer ribs, No. 1	@19	
Steer ribs, No. 2	@16	
Cow ribs, No. 1	@8	
Cow ribs, No. 2	@8 1/2	
Steer rounds, prime	@11 1/2	
Steer rounds, No. 1	@11	
Steer rounds, No. 2	@10 1/2	
Steer chuck, prime	@9 1/2	
Steer chuck, No. 1	@9	
Steer chuck, No. 2	@8 1/2	
Cow rounds	@8	
Cow chuck	@8 1/2	
Cow chuck, No. 1	@10 1/2	
Steer plates	@7 1/2	
Medium plates	@7	
Briskets, No. 1	@13	
Steer navel ends	@4	
Cow navel ends	@3 1/2	
Pork shanks	@8	
Hind shanks	@5	
Strip loins, No. 1, bbls.	@48	
Strip loins, No. 2	@27	
Striploin butts, No. 1	@17	
Striploin butts, No. 2	@17	
Beef tenderloins, No. 1	@60	
Beef tenderloins, No. 2	@50	
Ham butts	@18	
Pork steaks	@22	
Shoulder clods	@11 1/2	
Hanging tenderloins	@8	
Insides, green, 6@8 lbs.	@14	
Outsides, green, 5@6 lbs.	@7 1/2	
Knuckles, green, 5@6 lbs.	@9	

Beef Products.

Brains (per lb.)	@8	
Hearts	@3 1/2	
Tongues	@18	
Sweetbreads	@18	
Ox-tails, per lb.	@12	
French tripe, plain	@8	
French tripe, H. C.	@8	
Livers	@17	
Kidneys, per lb.	@11	

Veal.

Choice carcass	11	@12
Good carcass	8	@10
Good saddles	16	@17
Good racks	9	@9
Medium racks	7	@8

Veal Products.

Brains, each	@7	@10
Sweetbreads	@50	@50
Calf livers	@60	@60

Lamb.

Choice lambs	@17	@19
Medium lambs	@15	@17
Choice saddles	@19	@23
Medium saddles	@17	@22
Choice fore	@13	@13
Medium fore	@12	@12
Lamb fries, per lb.	@25	@12
Lamb tongues, per lb.	@10	@16
Lamb kidneys, per lb.	@15	@25

Mutton.

Heavy sheep	@8	@8
Light sheep	@8	@10
Heavy saddles	@8	@10
Light saddles	@8	@10
Heavy fore	@12	@14
Light fore	@6	@6
Mutton legs	@13	@8
Mutton loins	@13	@10
Mutton stew	@4	@6
Sheep tongues, per lb.	@10	@10
Sheep heads, each	@12	@10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@15	@22
Picnic shoulders	@7 1/2	@13
Skinned shoulders	@7 1/2	@12
Tenderloins	@28	@40
Spare ribs	@7	@14
Back fat	@7	@11
Boston butts	@9	@15
Boneless butts, cellar trim.		
2@4	@12	@20
Hocks	@6	@10
Tails	@5	@10
Neck bones	@3 1/2	@5
Slip bones	@6	@11
Blade bones	@6	@11
Pigs' feet	@3	@5
Kidneys, per lb.	@5	@8
Livers	@2	@4
Brains	@8	@12
Ears	@2 1/2	@5
Snouts	@5	@7
Heads	@5	@9

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@19	
Country style sausage, fresh in link	@16	
Country style sausage, fresh in bulk	@15	
Country style pork sausage, smoked	@17	
Frankfurts in sheep casings	@15	
Frankfurts in hog casings	@14	
Bologna in beef bungs, choice	@14 1/2	
Bologna in cloth, paraffined, choice	@14	
Bologna in beef middles, choice	@11 1/2	
Liver sausage in beef rounds	@11 1/2	
Smoked liver sausage in hog bungs	@17	
Liver sausage in hog bungs	@14	
Head cheese	@14	
New England luncheon specialty, choice	@15	
Mixed luncheon specialty, choice	@15	
Tongue sausage	@18	
Blood sausage	@15	
Sausage	@15	
Polish sausage	@15	

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@28	
Thuringer cervelat	@14 1/2	
Farmer	@24	
Holesteiner	@22	
B. C. salami	@21	
Milano salami, choice, in hog bungs	@21	
B. C. salami, new condition	@14 1/2	
Prisces, choice, in hog middles	@22	
Genoa style salami	@40	
Pepperoni	@27	
Mortadella, new condition	@14 1/2	
Capicola	@28	
Italian style hams	@29	
Virginia hams	@39	

SAUSAGE MATERIALS.

Regular pork trimmings	@5 1/2	
Special lean pork trimmings	@7	
Extra lean pork trimmings	@8	
Neck bone trimmings	@6	
Pork cheek meat	@3 1/2	
Pork hearts	@2 1/2	
Pork livers	@2 1/2	
Native boneless bull meat (heavy)	@6 1/2	
Boneless chucks	@5 1/2	
Shank meat	@5	
Beef trimmings	@4 1/2	
Beef cheeks (trimmed)	@3	
Dressed canners, 350 lbs. and up	@4 1/2	
Dressed cutter cows, 400 lbs. and up	@5 1/2	
Dr. bologna bulls, 600 lbs. and up	@5 1/2	
Beef tripe	@2	
Pork tongues, canner trim S. P.	@5 1/2	

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack	33	
Domestic rounds, 140 pack	35	
Export rounds, wide	51	
Export rounds, medium	36	
Export rounds, narrow	32	
No. 1 weasands	13	
No. 2 weasands	97	
No. 1 bungs	16	
No. 2 bungs	10	
Middles, regular	56	
Middles, select, wide, 2@3 1/2 in. diameter	1.25	
Middles, select, extra wide, 3 1/2 in. and over	2.25	
Dried bladders:		
12-15 in. wide, flat	1.70	
10-12 in. wide, flat	1.30	
8-10 in. wide, flat	.85	
6-8 in. wide, flat	.40 and .45	
Hog casings:		
Narrow, per 100 yds.	2.75	
Medium, regular	2.25	
Wide, per 100 yds.	1.60	
Extra wide, per 100 yds.	.75	
Export bungs	.30	
Large prime bungs	.32	
Medium prime bungs	.10 and .12	
Small prime bungs	.6 and .7	
Middles, per set	6 and 7	
Stomachs	.08	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	34.50	
Large tins, 1 to crate	5.50	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	5.75	
Large tins, 1 to crate	5.75	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	4.75	
Large tins, 1 to crate	5.75	

DRY SALT MEATS.

Extra short clears	@5 1/2	
Extra short ribs	@5 1/2	
Short clear middles, 60-lb. av.	@7	
Clear bellies, 14@20 lbs.	@6	
Clear bellies, 14@16 lbs.	@8 1/2	
Rib bellies, 20@25 lbs.	@6	
Rib bellies, 25@30 lbs.	@6	
Fat backs, 10@12 lbs.	@4 1/2	
Fat backs, 14@16 lbs.	@6	
Regular plates	@4	
Butts	@3 1/2	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@15 1/2	
Fancy skd. hams, 14@16 lbs.	@16 1/2	
Standard reg. hams, 14@16 lbs.	@14	
Picnics, 4@8 lbs.	@11	
Fancy bacon, 6@8 lbs.	@17	
Standard bacon, 6@8 lbs.	@13	
No. 1 beef ham salt, smoked		
Insides, 8@12 lbs.	@35	
Outsides, 8@12 lbs.	@34	
Knuckles, 5@10 lbs.	@27	
Cooked hams, choice, skin on, fattened	@22	
Cooked hams, choice, skinned, fattened	@21	
Cooked picnics, skin on, fattened	@17	
Cooked picnics, skinned, fattened	@18	
Cooked loin roll, smoked	@28	

BARRELED PORK AND BEEF.

Meat pork, regular	@14.50	
Family back pork, 24 to 34 pieces	@18.00	
Family back pork, 35 to 45 pieces	@16.00	
Clear back pork, 40 to 60 pieces	@14.50	
Clear plate pork, 25 to 35 pieces	@12.00	
Brisket pork	@12.00	
Bean pork	@12.00	
Plate beef	@12.50	
Extra plate beef, 200 lb. bbls.	@14.50	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.50	
Honeycomb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	14.00	
Pork tongues, 200-lb. bbl.	25.00	
Lamb tongues, long cut, 200-lb. bbl.	27.00	
Lamb tongues, short cut, 200-lb. bbl.	27.00	

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@11	
Nat. 1-lb. cartons, f.o.b. Chicago	@9	
(30 and 60-lb. solid packed tubs, 1c per lb. less.)		
Pastory, 60-lb. tubs, f.o.b. Chicago	@11	

LARD.

Prime steam, cash (Bd. Trade)	@4.92	
Prime steam, local (Bd. Trade)	@4.25	
Kettle, rendered, tierces, f.o.b. Chicago	@8	
Refined lard, tierces, f.o.b. Chicago	@5 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@6	
Neutral, in tierces, f.o.b. Chicago	@5 1/2	
Compound, vegetable, tierces, c.a.f.	@6 1/2	

OLEO OIL AND STEARINE.

Oleo stocks	@5	
Extra oleo oil	@6	
Prime No. 1 oleo oil	5 1/2 @ 5 1/2	
Prime No. 2 oleo oil	@4 1/2	
Prime No. 3 oleo oil	@4	
Prime oleo stearine, edible	3 1/2 @ 4	

TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titers	2 1/2 @ 2 1/2	
Prime packers' tallow	3 @ 3 1/2	
No. 1 tallow, 10% f.a.	2 1/2 @ 2 1/2	
No. 2 tallow, 40% f.a.	1 1/2 @ 2	
Choice white grease	2 1/2 @ 2 1/2	
A-White grease	2 1/2 @ 2 1/2	
B-White grease, max. 5% acid	2 1/2 @ 2 1/2	
Yellow grease, 10@15%	1 1/2 @ 2	
Brown grease, 40% f.a.	1 1/2 @ 1 1/2	

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	3 1/2 @ 3 1/2	
White, deodorized, in bbls., f.o.b. Chgo.	6 1/2 @ 6 1/2	
Yellow, deodorized	6 1/2 @ 6 1/2	
Soap stock, 50% f.a., f.o.b.	2 1/2 @ 2 1/2	
Corn oil, in tanks, f.o.b. mills	3 1/2 @ 3 1/2	
Soya bean oil, f.o.b. mills	3 1/2 @ 3 1/2	
Cocam oil, seller's tanks, f.o.b. coast	3 1/2 @ 3 1/2	
Refined in bbls., f.o.b. Chicago	6 1/2 @ 7	

March 12, 1932.

THE NATIONAL PROVISIONER

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stores, showed losses as high as 39.5 per cent.

That the use of leaders of this type is on the increase is evident from the fact that chain organization operating 16.8 per cent of all chain stores covered in the report followed this practice in 1929, as against those operating 14.8 per cent of chain stores in 1922. Whereas 15 of the 26 kinds of chains reported this practice to some extent in 1922, nineteen of them following it in 1928, while eight of the earlier fifteen were reported to be doing more of it than they had six years before. The increases were largely among the food and drug chains.

Sales of the chains sometimes selling below net purchase cost were found to aggregate nearly one-third of the total sales of all the chains reporting on this question, while the 174 companies reporting this proportion represent only 11.9 per cent of the total reporting chains and operated only 16.8 per cent of the total stores. Thus, it is evident that the chains selling leaders below cost secured a much higher average volume of sales than others reporting who did not employ this practice.

The Commission points out that "leaders" and "loss leaders" have indefinite meanings, and are used by chain store organizations in widely different senses. The report states on this point that "In a broad sense leaders may be defined as merchandise featured or sold at reduced prices to attract buyers and thereby stimulate sales not only of these leaders but also of other goods."

The report gives figures on the percentage losses on leaders sold below net purchase cost, below total cost, and below replacement cost. It discusses the percentage of loss on various brands of soap and other items in the different types of chain stores.

NEWS OF THE RETAILERS.

Carl Hereth, Snohomish, Wash., recently sold his Farmer's Market to A. Rakusan.

Frank Bruhn has purchased the interest of J. J. Seigel in the Toppenish Meat Co., Toppenish, Wash.

E. B. Morgan has sold a half interest in the Corner Market, Enterprise, Ore., to Wm. Nesbitt.

W. W. Greene and Harold Allen have engaged in business as Haskell Meat Market, Eugene, Ore.

The Broadway Market, Inc., has been chartered at Seattle, Wash., with a capital of \$50,000.

Ted's Grocery & Market has been opened at 4129 53rd ave. S. E., Portland, Ore., by Ted Todorf.

Holman & Ackerman have engaged in the meat and grocery business at 7004 82nd st., S. E., Portland, Ore.

Wallace Jenkins will engage in the meat business at Nye Beach, near Newport, Wash.

The Pioneer Market has opened its second store at 444 E. Third st., Tucson, Ariz.

Frank A. Williams has bought out his partner, Lloyd C. Combs, in the Williams Sanitary Market, Williams, Ariz.

FEBRUARY FRESH MEAT PRICES COMPARED

Chicago.

Wholesale fresh meat prices for February compared with January, 1932, and February, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE BEEF.		Feb., 1932.	Jan., 1932.	Feb., 1931.
Steer—				
550-700 lbs.	Choice	\$14.85	\$15.00	\$16.00
	Good	11.84	11.94	13.46
700 lbs. up.	Choice	13.82	14.61	15.54
	Good	11.30	11.92	13.32
500 lbs. up.	Medium	9.58	9.96	11.82
	Common	8.30	8.79	10.72
Cows—	Good	7.90	8.50	10.58
	Medium	6.80	7.90	9.22
	Common	5.95	6.90	8.26
VEAL CARCASSES (Skin On).				
	Choice	12.06	12.80	15.58
	Good	11.01	11.04	14.06
	Medium	9.44	9.50	12.56
	Common	7.86	8.55	10.71
LAMB.				
38 lbs. down.	Choice	12.88	12.90	18.62
	Good	12.35	12.65	17.62
	Medium	11.45	11.06	16.45
39-45 lbs.	Choice	12.98	12.90	18.58
	Good	12.35	12.06	17.58
	Medium	11.45	11.06	16.42
MUTTON (Ewe).				
70 lbs. down.	Good	8.11	7.88	9.35
	Medium	6.56	5.88	7.82

New York.

Wholesale fresh meat prices for February compared with January, 1932, and February, 1931, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE BEEF.		Feb., 1932.	Jan., 1932.	Feb., 1931.
Steer—				
550-700 lbs.	Choice	\$14.04	\$14.56	\$16.22
	Good	11.76	11.88	13.85
700 lbs. up.	Choice	14.15	14.75	16.08
	Good	11.84	11.48	13.79
500 lbs. up.	Medium	9.95	9.05	12.32
	Common	8.51	8.06	10.60
Cows—	Good	8.70	8.51	10.60
	Medium	7.91	7.69	9.45
	Common	6.98	6.74	8.62
VEAL CARCASSES (Skin On).				
	Choice	14.20	16.52	19.40
	Good	12.29	14.74	16.68
	Medium	10.32	12.06	14.06
	Common	8.64	11.55	12.25
LAMB.				
38 lbs. down.	Choice	13.80	14.30	18.80
	Good	12.96	13.42	19.19
	Medium	12.06	12.31	18.45
39-45 lbs.	Choice	13.80	14.20	19.42
	Good	12.96	13.35	18.96
	Medium	12.06	12.20	18.15
MUTTON (Ewe).				
70 lbs. down.	Good	8.06	8.26	11.35
	Medium	7.21	7.26	9.85

Prices of steers and lambs, Chicago, compared with wholesale and retail fresh meat prices, New York, during February, 1932, compared with those of January, 1932, and of February a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Average price live animal ¹ per 100 lbs. Chicago.			Average wholesale price of carcass ² per 100 lbs. New York.			Composite retail prices ³ per lb. New York.		
	Feb., 1932.	Jan., 1932.	Feb., 1931.	Feb., 1932.	Jan., 1932.	Feb., 1931.	Feb., 1932.	Jan., 1932.	Feb., 1931.
Steer—									
Choice	\$ 9.22	\$10.50	\$11.43	\$14.04	\$14.56	\$16.22	\$3.24	\$4.98	42.41
Good	7.84	8.70	9.76	11.76	11.88	13.85	27.38	28.44	31.40
Medium	6.14	6.18	7.97	9.95	9.05	12.33	21.85	23.14	27.87
Weighted Av. ⁴	7.77	8.52	9.74	11.88	11.00	14.08	27.45	28.77	33.24
Lamb—									
Choice	6.72	6.40	8.87	13.80	14.30	19.80	25.40	27.32	37.46
Good	6.25	5.92	8.32	12.96	13.42	19.19	21.25	21.50	27.06
Medium	5.56	5.18	7.00	12.06	12.32	18.45	18.34	19.28	24.96
Weighted Av. ⁴	6.10	5.76	8.18	12.84	13.22	19.07	21.24	22.24	29.13

¹Steers, 1,100-1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 35 lbs. down.

²Beef, 550-700 lbs. choice and good, 500 lbs. up, medium. Lamb, 35 lbs. down.

³Based on percentage trimmed retail cuts at average retail quotations. Prior to October, 1931, retail prices represented the mean of the range of quotations, but subsequently they represent the average of all quotations reported for a designated grade.

⁴Medium to choice grades, weighted according to estimated New York distribution, i. e., Beef, choice 24 1/2 per cent, good 5 1/2 per cent and medium 24 per cent. Lamb, choice 28 per cent, good 32 per cent and medium 40 per cent.

Casey's Model Market has been opened at Seventh and McKinley sts., Phoenix, Ariz., by M. J. Casey.

The Frantzick Market, Donnelly, Minn., has been destroyed by fire.

The Goodrich Meat Market, Ida Grove, Ia., has been destroyed by fire.

G. E. Rossman has sold his meat market at Ossian, Ia., to Otto Lee and Albert Watne.

Guy Woodward has bought the Farrell meat business, in Austin, Minn.

R. P. Hansen, Jackson, Minn., has added a meat department to his grocery business.

Donald L. Christensen has opened a meat market at Pipestone, Minn.

Chester Fox and Albert Hughes have opened a meat market at Northfield, Minn.

W. J. Schroeder, Chubburn, Minn., has moved his meat business to Jackson, Minn.

Young Oxford has opened a grocery and meat business in Arapahoe, Neb.

Sothman and Hass Grocery and Meat Market has opened for business at Hobart, Ind.

Charles Schrafenberg has opened a

meat market at 319 Harrison st.,avenport, Ia.

Henry Gaarder has bought the meat market of Ed Miller, Osage, Ia.

B. F. Mowery will open a meat market at Tama, Ia.

George Olson and Son will open a meat market and grocery business in Hayfield, Minn.

S. E. Raber has opened a grocery and meat business at 885 Oakdale ave., South St. Paul, Minn.

August Windhorn will open a meat market in Saco, Mont.

Gereke-Allen Carton Co.

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ST. LOUIS, MO.

Our Display Containers and Cartons are made to suit your individual requirements.

And G-A Designs have an exceptional and outstanding sales appeal and attraction.

Get in touch with us

New York Section

AMONG RETAIL MEAT DEALERS.

At its meeting last week, the Jamaica Branch inaugurated a new advertising campaign in conjunction with the manufacturers of a certain brand of canned goods. Members of the Branch will have the exclusive rights for the sale of these goods in Queens and Long Island. The manufacturers have placed a number of salesmen in the section. Jesse Kaufmann is chairman of the Jamaica Branch committee. Refreshments are served at the conclusion of the meetings, two members being in charge. At the next meeting, March 16, the Pleezing Company, will entertain the members at a dinner.

Installation of officers by state president David Van Gelder was the chief order of business at the meeting of Eastern District Branch Tuesday evening this week. Newly-installed president Chris. Stein started his term of office by initiating his own candidate, F. Scharfenstein. The branch will hold a lady's night April 19. The retiring president was presented with a handsome electric clock. Executive secretary Fred Riester and state president David Van Gelder made the presentation speech. Mr. Haas accepted the gift with a speech made in his own inimitable manner. An old member, who has moved to Long Island and joined the Jamaica branch, Joseph Rossman, was a visitor. Refreshments were served.

Members of the New York State Association are showing keen interest in the essay contest, the topic of which is "What I Expect to Get from Branch Meetings," as well as in the prizes to be awarded to writers of the five best letters. The contest closes March 31 and the judges of the letters will be B. F. McCarthy, senior marketing specialist of the U. S. Department of Agriculture; vocational director Morris Siegel of the New York City department of education; Pendleton Dudley, director of the eastern office of the Institute of American Meat Packers, and president David Van Gelder of the New York State Association.

New prices for salt and sauerkraut were given out at the meeting of Bronx Branch last Wednesday evening. Pack-er's special on provisions for March 8 and 9 was announced. It was decided to attend the Fred Muller employees dance at Ebling's Casino March 30. Tickets for the end season dance of the branch April 17 are ready for distribution. Luncheon and refreshments were served. Next meeting March 16.

Eastern District Branch held a regular meeting on March 8, at which time state association president David Van Gelder officiated at the installation of the new officers, following which refreshments were served and entertainment furnished by a real old-fashioned German band.

The Bronx Butchers Bowling Club met last Monday evening at Ebling's Casino with the usual good time. Meetings are held every Monday.

A meeting of the state convention

committee was held at Schwaben Hall last Thursday, and work has begun in earnest. As announced this convention will be held in Brooklyn, June 6, 7 and 8. Headquarters Hotel St. George.

A large party was held in Staten Island last Sunday at the home of George Anselm's mother. All the sons and daughters and grandchildren were on hand to celebrate Mrs. Anselm's 86th birthday and George, jr.'s 11th.

Harold Schumacher, son of Mr. and Mrs. Rudolph Schumacher, celebrated his 22nd birthday March 6.

Ye Olde New York branch will hold an open membership on March 15 at Tapaes hall, West 72nd st., New York.

MOSLEM BEEF FROM AUSTRALIA.

India is expected to furnish a new market for Australian cattle up to 50,000 carcasses weekly, due to the joint enterprise of Australian cattle interests and Moslem butchers. The sale of foreign beef in India has heretofore been forbidden, because of the requirements that beef should be slaughtered according to Mohammedan rites. These requirements have been met by sending 100 Indian slaughterers to Sydney, Australia. The beef is shipped under refrigeration and is distributed through Bombay.

FRANKFURTERS BY AIRPLANE.

Frankfurters as a tasty meat product for a picnic group proved so popular at Hatteras, N. C., recently that when the local supply proved inadequate an airplane was sent to a nearby town to secure the necessary supply for a "wiener roast." The plane, leaving Hatteras, was met part way by an automobile containing the franks, and the "wiener roast" was held as scheduled by the Hatteras group.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended March 5, 1932:

West. drsd. meats:	Week ended Mar. 5.	Prev. week.	Cor. week, 1931.
Steers, carcasses	2,399	2,856	2,119
Cows, carcasses	978	689	787
Bulls, carcasses	114	197	173
Veals, carcasses	1,896	1,848	1,734
Lambs, carcasses	12,840	13,340	13,734
Mutton, carcasses	502	929	1,016
Pork, lbs.	671,329	636,178	562,948
Local slaughters:			
Cattle	1,534	1,562	1,311
Calves	2,312	2,139	2,020
Hogs	18,128	18,373	18,805
Sheep	8,449	7,024	4,679

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended March 5, 1932:

West. drsd. meats:	Week ended Mar. 5.	Prev. week.	Cor. week, 1931.
Steers, carcasses	2,064	2,513	2,201
Cows, carcasses	1,828	1,951	1,641
Bulls, carcasses	148	61	56
Veals, carcasses	1,158	1,098	1,481
Lambs, carcasses	20,733	19,921	21,615
Mutton, carcasses	212	291	500
Pork, lbs.	454,996	351,905	513,828

NEW YORK NEWS NOTES.

L. Hockensmith, beef department, Wilson & Co., Chicago, spent a few days in New York during the past week.

Vice president G. L. Talley, Jacob Dold Packing Company, Buffalo, spent a few days in New York during the past week.

L. B. Dodd, dressed beef department, Armour and Company, Chicago, visited New York for a few days during the past week.

J. J. Savage of the Bronx branch of Conron Bros. Co. has just returned to his duties following a week's absence due to a very bad cold.

H. A. Russell, beef cuts department, Armour and Company, Chicago, was in New York during the past week and visited the plant of the New York Butchers' Dressed Meat Company.

Herman W. Witt, head of a meat and provision house bearing his name, died at his home in Elizabeth, N. J., on March 1 at the age of 51. He was born in Germany but had been a resident of Elizabeth for 29 years. He is survived by a widow and three sons.

Meat, fish, poultry seized and destroyed by the health department of the City of New York during the week ended March 5, 1932, were as follows: Meat—Brooklyn, 164 lbs.; Manhattan, 1,224 lbs.; Bronx, 1,490 lbs.; Queens, 50 lbs.; total, 2,928 lbs. Fish—Brooklyn, 6 lbs.; Manhattan, 38 lbs.; total, 44 lbs. Poultry—Manhattan, 3 lbs.

Manufacturers of prepared meats are keenly interested in the proposed sales tax, which provides taxation of processed meats, but exempts fresh meats. It is further proposed to exempt from taxation hams and bacon as well as fresh meats. Waldemar Neumann, secretary of Stahl-Meyer, Inc., and others interested in the processed meats industry, are endeavoring to have all such products receive the same consideration as fresh meats, and to this end many telegrams and letters have been addressed to Washington.

The eleventh annual ball of the Adolf Gobel Employees' Mutual Welfare Society, Inc., was held at the Hotel St. George, Brooklyn, N. Y., on March 8. More than 3,500 attended, among whom were the officers of the company, an excellent representation from the Gobel unit at Washington, D. C., many out-of-town customers and employees from both the Manhattan and Brooklyn divisions, with their friends and customers. The entertainment committee was highly complimented on the arrangements made, and it was the consensus of opinion of all those who attended that this year's ball was one of the best ever held by the society. Officers of the Mutual Welfare Society include Dora Kranz, president; Sol Fox, vice president; John M. Kastner, financial secretary; Alfred Neuser, assistant secretary; H. J. Toedt, recording secretary; F. C. Bruggner, treasurer; H. G. Pantline, assistant treasurer; A. Daubman, sergeant-at-arms, Charles Blicher, assistant, H. W. Bachman and Louis Behre, members of the executive committee.

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» Quality for quality
» and price for price!

Regardless of the Ham Bags you are now using, we are confident that YARNETTE Quality Ham Bags are fully their equal in quality and weight, and at the same time will give you substantial savings in cost. We would like the opportunity to prove to your satisfaction that it is possible to save money on Ham Bags. Write today for the details!

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MAKERS OF
DEPENDABLE SAUSAGE SEASONINGS

SEASLIC is a name long and favorably known.

For years this brand has held rank as the BEST. The largest users continue to buy and use SEASLIC DRY SOLUBLE, a dry carrier. It holds the color.

"Pork with Sage" or "Pork without sage." Fancy Liver Loaf, Braunschweiger, Vienna Spices, Frankfurters, Minced Ham, and Head Cheese.

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Seasonings in All Forms

The Modern Seasoning Method
for All Products

This package has a PROFIT-MAKING RECORD



Attractiveness, convenience, and certainty of contents protection are the factors which are winning such high consumer acceptance for meat products packed in the KLEEN KUP. Designed purposely to meet present-day buying requirements, this package is doing a real selling job for progressive packers. Don't overlook the profit-producing record of the KLEEN KUP for sausage meat, chili con carne and lard. Tell us to send samples.

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	6.00@	7.20
Cows, common to medium	3.00@	3.75
Bulls, cutter to medium	2.75@	3.75

LIVE CALVES.

Vealers, good to choice	7.50@	8.50
Vealers, medium	5.00@	7.00

LIVE LAMBS.

Lambs, good to choice	7.80@	7.55
Lambs, medium	6.00@	6.00
Lambs, common	4.50@	4.50

LIVE HOGS.

Hogs, 140-210 lbs.	4.50@	4.75
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DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	7.00@	7.25
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DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	16	@17
Choice, native, light	16	@17
Native, common to fair	14	@15

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15	@17
Native choice yearlings, 440@600 lbs.	17	@18
Good to choice heifers	14	@15
Good to choice cows	11	@12
Common to fair cows	8	@9
Fresh bologna bulls	6 1/2@	7 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	24	@25
No. 2 ribs	19	@21
No. 3 ribs	16	@18
No. 1 loins	28	@32
No. 2 loins	22	@24
No. 3 loins	18	@20
No. 1 hinds and ribs	17	@21
No. 2 hinds and ribs	13	@16
No. 3 hinds and ribs	10	@12
No. 1 rounds	11	@12
No. 2 rounds	10	@11
No. 3 rounds	8	@9
No. 1 chucks	11	@12
No. 2 chucks	10	@11
No. 3 chucks	8	@10
Bolognas	6 1/2@	7 1/2
Boils, reg., 6@8 lbs. avg.	22	@23
Boils, reg., 4@6 lbs. avg.	17	@18
Tenderloins, 4@6 lbs.	50	@50
Tenderloins, 5@6 lbs. avg.	50	@50
Shoulder clods	11	@12

DRESSED VEAL.

Choice	16	@18
Good	14	@16
Medium	12	@14
Common	10	@12

DRESSED SHEEP AND LAMBS.

Lambs, choice	13.50@	14.50
Lambs, good	12.50@	13.50
Sheep, good	7.50@	8.00
Sheep, medium	6.00@	7.50

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	11	@12
Pork tenderloins, fresh	30	@35
Pork tenderloins, frozen	26	@27
Shoulders, city, 10@12 lb. avg.	13	@15
Shoulders, Western, 10@12 lb. avg.	12	@14
Butts, boneless, Western	10	@11
Butts, regular, Western	8	@9
Hams, Western, fresh, 10@12 lbs. av.	11	@12
Hams, city, fresh, 6@10 lbs. av.	13	@15
Picnic hams, Western, fresh, 6@8 lbs. av.	12	@14
Pork trimmings, extra lean	8	@9
Pork trimmings, regular 50% lean	10	@11
Spareribs, fresh	6	@7

SMOKED MEATS.

Hams, 8-10 lbs. avg.	16	@18
Hams, 10@12 lbs. avg.	15 1/2@	17
Hams, 12@14 lbs. avg.	15	@16
Picnics, 6@8 lbs. avg.	9 1/2@	10 1/2
Picnics, 8@10 lbs. avg.	9	@10
Bolletins, 6@8 lbs. avg.	22	@24
Beef tongue, light	22	@24
Beef tongue, heavy	24	@27
Bacon, boneless, Western	17	@18 1/2
Bacon, boneless, city	17	@20
City pickled bellies, 8@10 lbs. avg.	14	@16

FANCY MEATS.

Fresh steer tongues, untrimmed	18c	a pound
Fresh steer tongues, l. c. trim'd	25c	a pound
Sweetbreads, beef	25c	a pound
Sweetbreads, veal	60c	a pair
Beef kidneys	15c	a pound
Mutton kidneys	10c	a pound
Livers, beef	41c	a pound
Oxtails	15c	a pound
Beef hanging tenders	26c	a pound
Lamb fries	10c	a pair

BUTCHERS' FAT.

Shop fat	25	per cwt.
Breast fat	50	per cwt.
Edible suet	01 1/4	per lb.
Cond. suet	75	per cwt.

GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	5	.75	.80	.85	1.25
Prime No. 2 veals	3	.55	.55	.60	1.00
Buttermilk No. 1	2	.45	.50	.55	...
Buttermilk No. 2	1	.30	.35	.40	...
Branded scrub	1	.20	.25	.30	.40
Number 3	1	.15	.20	.25	.35

BUTTER.

Creamery, extra (92 score)	21 1/4	@22
Creamery, firsts (91 score)	21 1/4	@22
Creamery (87 to 90)	21	@21 1/4
Creamery, lower grades	19	@20 1/4

EGGS.

(Mixed Colors.)

Special packs, including unusual hennery selections	16	@16 1/4
Standards—44 lbs. net.	14 1/4	@15 1/4
Rebanded receipts—43 lbs. net.	13	@13 1/4
Checks	10 1/2	@10 1/2
Refrigerators, as to quality	9 1/2	@12

LIVE POULTRY.

Chickens, good	22	@24
Broilers, Leghorns, via express	20	@23

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:		
Western, 60 to 65 lbs. to dozen, lb.	20	@22
Western, 48 to 54 lbs. to dozen, lb.	20	@22
Western, 43 to 47 lbs. to dozen, lb.	19	@21
Western, 36 to 42 lbs. to dozen, lb.	18	@20
Western, 30 to 35 lbs. to dozen, lb.	17	@19
Fowls—fresh—dry pkd.—12 to box—prime to fry:		
Western, 60 to 65 lbs. to dozen, lb.	23	@23
Western, 48 to 54 lbs. to dozen, lb.	23	@23
Western, 43 to 47 lbs. to dozen, lb.	22	@22
Western, 36 to 42 lbs. to dozen, lb.	21	@21
Western, 30 to 35 lbs. to dozen, lb.	20	@20
Ducks, frozen—		
Long Island, No. 1	16	@17
Squabs—		
White, ungraded, per lb.	25	@35
Turkeys, fresh—dry pkd.		
Young toms, average best	22	@24
Young hens, average best	23	@26
Fowls, frozen—dry pkd.—12 to box—prime to fry:		
Western, 60 to 65 lbs. to lb.	22	@23
Western, 48 to 54 lbs. to lb.	22	@23
Western, 43 to 47 lbs. to lb.	21	@22

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended March 3, 1932:

	Feb. 26	27	29	Mar. 1	2	3
Chicago	21 1/4	21 1/4	21 1/4	21 1/4	21 1/4	21 1/4
New York	23 1/4	22 1/4	22 1/4	22	22	22
Boston	24	23 1/4	23	23	23	23
Phila.	24 1/4	23 1/4	23 1/4	23	23	23
Wholesale price carlots—fresh centralized butter—90 score at Chicago:						
22	21 1/4	21	21 1/4	21 1/4	21 1/4	21 1/4
Receipts of butter by cities (tube):						
This week.	Last week.	Last week.	Since Jan. 1—	1932.	1931.	
Chicago	81,659	29,700	35,441	403,179	461,563	
N. Y.	67,387	65,555	60,183	685,977	666,810	
Boston	17,108	16,454	13,656	181,402	155,638	
Phila.	20,465	19,585	18,982	221,025	15,523	
Total	136,619	131,294	128,262	1,501,673	1,490,534	
Cold storage movement (lbs.):						
In	Out	On hand	week-day			
Mar. 3.	Mar. 3.	Mar. 4.	last year.			
Chicago	27,075	59,042	2,975,477	5,135,566		
New York	33,000	24,078	1,821,025	4,811,848		
Boston	18,932	602,662	1,073,326			
Phila.	21,670	52,060	946,408	1,336,872		
Total	81,745	154,132	6,945,567	12,957,614		

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic ports	20.00	@20.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	1.00	@1.00
Blood dried, 15-18% per unit	1.50	@1.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	Nominal	
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.05	@2.05
Fish scrap, acidulated, 6% ammonia	2.00	@2.00
5% A. P. A. Del'd Balt. & Norfolk	2.00	@2.00
Soda Nitrate in bags, 100 lbs. spot	1.77	@1.77
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.50	@1.50
Tankage, unground, 9@10% ammonia	1.10	@1.10

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	18.00	@18.00
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	19.75	@19.75
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	8.00	@8.00
Potash		
Mannu salt, 20% bulk, per ton	12.00	@12.00
Kainit, 14% bulk, per ton	9.75	@9.75
Muriate in bags, basis 80%, per ton	87.15	@87.15
Sulphate in bags, basis 90%, per ton	48.25	@48.25

Beef.

Cracklings, 50% unground	3	@3
Cracklings, 60% unground	3 1/2	@3 1/2

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00	@75.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	50.00	@50.00
Black or striped hoods, per ton	45.00	@45.00
White hoods, per ton	45.00	@45.00
Thigh bones, avg. 35 to 40 lbs., per 100 pieces	75.00	@75.00
Horns, according to grade	75.00	@75.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended March 5, 1932, with comparisons:

	Week ended Mar. 5.	Prev. week.	Oct. week, 1931.
West. dres. meats:			
Steers, carcasses	8,411 1/2	7,650 1/2	8,494
Cows, carcasses	494	676	640 1/2
Bulls, carcasses	163	214	171
Veals, carcasses	12,519	11,940	11,460
Lambs, carcasses	28,676	20,821	28,390
Mutton, carcasses	650	431	1,540
Beef cuts, lbs.	413,933	293,095	297,120
Pork cuts, lbs.	2,610,341	2,356,521	2,484,894
Local slaughter:			
Cattle	8,065	8,950	8,460
Calves	13,127	13,651	13,423
Hogs	49,661	52,029	46,000
Sheep	78,192	78,187	70,820

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended March 5, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned	corned beef	90,000 lbs.
Canada—Bacon		3,976 lbs.
Canada—Calf livers		8,878 lbs.
Canada—Pork cuts		6,598 lbs.
Canada—S. P. hams		4,500 lbs.
Canada—Sausage		230 lbs.
England—Meat products		1,300 lbs.
France—Meat products		1,115 lbs.
Germany—Bacon		100 lbs.
Germany—Bouillon cubes		8,328 lbs.
Germany—Hams		11,535 lbs.
Germany—Sausage		1,125 lbs.
Hungary—Sausage		3,593 lbs.
Ireland—Bacon		1,174 lbs.
Ireland—Ham		2,660 lbs.
Italy—Ham		4,047 lbs.
Italy—Sausage		1,167 lbs.
Norway—Liverpaste		1,167 lbs.
Norway—Meat cakes		600 lbs.

Emil Kohn, Inc. Calfskins

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